Emu criteria

Euro's strength will not depend on low deficits

Europa, Page 20



Gazprom's accounts

The story behind the big numbers



Global Custody

Growth and glamour from new ideas

Today's survey, Separate section



Weekend FT

Voyage into the void

## World Business Newspaper http://www.FT.com

FRIDAY JULY 11 1997 Waigel still confident that Germany will meet criteria for monetary union

# Nato troops kill **Bosnian war** crimes suspect

Nato troops in Bosnia shot dead a former Bosnian Serb police chief charged with war crimes and seized another suspect in dramatic "snatch" operations to bring accused war criminals out of the country for trial. The operations, which involved British troops, were the first known attempt by Nato soldiers to use force to arrest suspects there. Nato leaders had been frustrated that while a war crimes tribunal had indicted more than 70 people, only a handful had appeared before it. Page 22

The European Commission agreed that Estonia and Slovenia should join Cyprus, the Czech republic, Hungary and Poland in the first wave of countries negotiating to join the European Union. Page 2; East side story and Observer, Page 21

Aid move for Ailtalia: The European Commission is to approve a 1.2,750bn (\$1.6bn) injection of state aid to struggling Italian airline Alitalia. Brussels hopes the decision will be the last in a long saga of state assistance claims by European flag carriers. Page 3

GEC and Finmeccanica agree link-up: Britain's General Electric Company and Fin-meccanica, the Italian state-controlled holding company, yesterday agreed to pool elements of their defence businesses. Page 23; Lex, Page 22

ValuJet name to go: The ValuJet name, still associated in the minds of Americans with an airline disaster that killed 110 people last year, is to disappear after a decision by the company to merger with AirWays Corp, parent of the Florida-based AirTran Airways. Page 23

The Bank of England raised interest rates for the third successive month, prompting business groups to blame chancellor Gordon Brown for letting consumers off too lightly in last week's Budget. Page 7; Lex, Page 22

Libya to defy sanctions: Libya warned it would no longer abide by United Nations sanctions in force for five years, after the UN Security Council renewed an air embargo without a

Rushdle urges action against Iran:



· \*\*\*

11. k . ....

A Company of the

nasn't

British author Salman Rushdie (left), under an Iranian death sentence for alleged blasphemy over his book The Satanic Verses, praised Washington's hard line against Iran and urged

Europeans to stand up

to the regime. Amid

signs of deteriorating

relations between Teh ran and Europe, Mr ates "a terrorist network ready to execute

orders handed down from on high". Morgan Stanley targets Internet: Morgan Stanley, Dean Witter, Discover, the recently merged financial services group, may start a direct banking business over the internet using the Discover credit card brand name. Page 22

isuzu, the Japanese commercial vehicle manufacturer, has been given a worldwide mandate to develop diesel engines for General Motors, the US carmaker. Page 24

US doubts on new HK laws: The US has stressed grave reservations about new laws passed by Hong Kong's post-colonial legislature and its doubts about changes to electoral rules for polls planned for next year. Page 5

Russian power chiefs sacked: Two of Russia's most powerful Soviet-era provincial electricity chiefs have been dismissed, with president Boris Yeltsin expected to point to the move as proof his administration is keeping its pledge to crack down on mismanagement. Page 3; Gazprom penalties, Page 23; Lex, Page 22

Refugee crisis for Colombia: Colombia's internal refugee problem is worsening as thousands flee their homes because of threats and killings. Nearly a million Colombians have been displaced by violence in the last 12 years. Page 6

US president Bill Clinton told thousands of cheering Poles in Warsaw that the century was ending with a "new Europe, undivided, democratic and at peace", as he congratulated Poland on being invited to start talks on joining Nato.

FT.com: the FT web site provides online news, comment and analysis at http://www.FT.com

	<u> </u>
IS STOCK MARKET MIDICES	E GOLD
New York Israchtisse	Herr Yerls Cornex
Dow Jones and Av7857.13 (+14.70)	\$320.2 : (318.2
NASDAQ Composite1485.18 [-1,45]	
Europe and Far East	Landor
CAC40 2929.09 (-21,47)	cities \$319,65 (319.45
DAX	1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -
FTSE 100	# DOLLAR
NBUGH19754.78 (+57.61)	Hear York: Inschling
	21,867
B US LUNCHTHAK RATES	CM : 1,75275
Federal Funds57%	FF59251
3-mit Treas Bills: Yid .5.124%	SF _1.45125
Long Bond1005g	Y113J965
Yehi6.571%	1
1 Mill minimum and and a 1 th	Lendon:
III OTHER RATES	£1.0677 (1.6855
	DM1.7512   1.7619
HK: 3-mo interbank	Fi <b>5.0195</b> (5.9493
UK: 10 yr GRt1014 (1014)	SP:1.4602 1.4638
France: 10 yr OAT199-44 (100.76)	Y113.00 (112.75
Sermony: 10 yr Bund 103.12 (103.36)	
Japan: 10 yr JG8104.9396 (104.8265)	Tokya cicse: Y 1127
MORTH SEA OIL (Argus)	
Brent Dated	DM29665 (29697
	British Dat 1900. Printer 1970
	- Open CT120 - Secret PAZ10
	Spice BLOUD. Accordance to

# Bonn set to raise borrowing

By Peter Norman and Raiph Atkins in Bonn

tional celling.

Mr Theo Waigel, Germany's finance minister, will today seek cabinet approval for sharply higher federal borrow-ing this year and a 1998 federal deficit that is only DM400m (\$228.50m) below its constitu-

Outlining the government's flacal strategy to parliamentarians of Chancellor Helmut Kohl's ruling coalition yesterday, Mr Waigel said he was confident that overall public borrowing this year would not

per cent next year. He also confirmed that

DM850m would be included in next year's budget for the Eurofighter aircraft and that financing for the project had been agreed up to 2001. Mr Volker Rühe, defence minister, predicted the four-nation project would be approved by parliament in the autumn. Contracts for 180 aircraft for the German Luftwaffe would be signed soon afterwards.

Mr Waigel has been forced to put forward plans for an emergency supplementary budget this year to overcome the constitutional requirement that federal borrowing should not normally exceed spending on

lic borrowing would be below 3 of balance" because of the payer and good for the coalicosts of mass unemployment, the cabinet will seek parliamentary backing for an increase in federal borrowing this year to DM71.2bn from DM53.3bn. Borrowing in 1998 will fall to DM57.8bn, slightly below the planned DM58.2bn

spending on investment.

The government's plans were sharply criticised by the opposition Social Democrat party as "unsolid, constitutionally suspect, and a job killer". However, Mr Wolfgang Gerhardt, leader of the small Free Democrat party and an often fractious junior partner in Mr Kohl's coalition, welcomed Mr Waigel's decision to resist tax increases, to solve Germany's financial problems. The draft für Wiederaufbau, the publicly budget was "good for the tax- owned development bank.

tion," he said. Mr Waigel has provided for a

DM21bn jump in spending by the labour and social affairs ministry this year to cover the costs of 4.3m unemployed. But increase in federal spending next year to DM461bn from DM458.6bn in 1997. About half the federal spending departments will reduce their cash outlays in 1998, when elections are due in several federal

states and nationally. The government will boost privatisation proceeds to DM19.7bn next year from DM12.7bn this year, mainly by parking Deutsche Telekom shares with the Kreditanstalt

Privatisation income will not help Germany meet the Maas tricht deficit criterion but Mr Waigel predicted that the country's total public deficit

year, adhering strictly to the 3

per cent rule. Mr Waigel's budget plans for 1998 assume that parliament will finally agree a stalled package of tax reform measures, including higher business taxes and a two percentage point cut to 5.5 per cent in the much-hated "solidarity surcharge" that is added to income and corporation tax

Waigel warning, Page 2, Editorial Comment, Page 21

bills to help finance eastern

Germany.

# Eurotunnel on course for rescue plan to be approved

would be held to DM110bn this By Andrew Jack in Paris

Eurotunnel last night appeared to have won strong shareholder approval for its £8.5bn (\$14.4bn) financial restructuring plan, clearing the way for an agreement between the company and its creditor banks this year.

The vote came at the end of a lengthy extraordinary general meeting in Paris yesterday afternoon. The meeting was punctuated by frequent heckling from the more disillusioned of the 2,500 investors at the Porte Maillot conference

Nearly 30 per cent of the capital of the company was represented at the meeting, comfortably more than the 25 per cent necessary for a quorum.

The result vindicated Eurotunnel's efforts over the past few weeks to rally investors' support for the restructuring deal. These included several warnings from Mr Patrick Ponsolle, its chairman, that he might resign if it did not go

The Association of Eurotunnel Shareholders switched views and supported the plan last week after the French and British governments agreed to extend the company's operating concession for the Channel tunnel rail link for at least 34 years beyond the present expiry date of 2052.

Northern Cross Investments, a Bermuda-based fund with 37m shares, which had said it would vote against, also changed its views after a meeting with Mr Ponsolle last

Only Adacte, a more extreme group of investors maintained its opposition to the deal yesterday, saving the creditor banks had not taken a debt and the best solution for shareholders was to place the company under the control of

the French insolvency courts. Mr Ponsolle stressed that such a procedure was likely to destroy the residual value of the company's shares. He said

Continued on Page 22 Shareholders at EGM, Page 26

### exceed the target of 3 per cent of gross domestic product specified in the 1992 Maastricht Treaty as a condition for joining European economic and Declaring the economy "out monetary union. He said pub-Brussels shuns

Boeing plea for aid audit

and Michael Skapinker The European Commission has

By Emma Tucker in Brussels

rejected a proposal by Boeing to appoint an independent auditor to verify that aircraft manufacturers in the US and Europe are not violating a 1992 bilateral agreement on state

The rejection comes as time is running out for Boeing to to aircraft makers. come up with alterations to its . Failure by Boeing to act this nell Douglas to win regulatory authorities in Brussels, Although the Commission

final verdict, procedures inside the Commission including a tially changed. second meeting of the advisory committee and official translahas to act by Monday.

received remedies that satisfy its concerns about the impact of the merger. Boeing's proposal for an

ing Commission concerns that modify these. Bosing could use McDonnell Douglas's US defence research tion is that an enlarged Boeing funding for its commercial aircraft programme.

The company is believed to have made its proposal to both the US government and to the Commission. At present, the Commission and the US government are required merely to confirm that the provisions of the 1992 agreement have been complied with.

Officials from the EU and the US meet in Brussels today to review the 1992 agreement which limits government aid

planned merger with McDon- weekend could result in the deal being banned altogether approval by the competition in the European Union. An EU advisory committee last week recommended that the merger A deal could emerge in the

form of a package of altertion of text - mean that Boeing ations. But the Commission has two worries apart from the The Commission yesterday subsidies issue. The first conconfirmed it had not yet cerns the 20-year exclusive sales contracts Boeing has concluded with Delta, American and Continental Airlines. Boeing has already indicated that audit was aimed at overcom- it is prepared to shorten or

A further Commission objec-

Continued on Page 22 Report page 22



Philippine foreign minister Domingo Siazon at the meeting of Assan ministers vesterday where Cambodia's entry to the group was postponed.

# Thai devaluation wipes out Siam Cement profits

Siam Cement, Thailand's biggest industrial conglomerate, said yesterday that this year's profits would be wiped out by what is expected to be the largest non-bank foreign exchange loss after the flotation of the baht on July 2.

The company said it would take a loss of Bt7.5bn (\$258.6m) on US\$4bn in foreign currency loans if the baht stayed at Bt29 to the dollar, near where it ended yesterday on the offshore market. This would be more than enough to eliminate consolidated net profits equivalent to last year's Bt6.8bn.

By taking the entire loss this year, Siam Cement set an have been thinking of spread- ever we did, I guess." ing their devaluation losses over several years.

unhedged despite the widespread speculation of a devaluation: "There is no long-term fresh capital. baht market, so we have to

Siam Cement Share price (That baht)

borrow abroad and it is far too expensive to use short-term uncomfortable precedent for hedges for our long-term borother Thai companies that rowings... We were dead what the baht settles: Siam

Mr Chumpol stressed that losses range from Bt2.7bn at the diversified group, active in Bt27 to the dollar to Bt9.9hn at Mr Chumpol NaLamlieng, ceramics, steel, paper and pet-Bt30. The baht was near Bt26 Siam Cement president, said rochemicals generated a strong to the dollar before the Bank the borrowings were entirely cash flow which meant it of Thailand last week cut the could cover its obligations eas- 13-year-old link to a dollarily without having to raise dominated currencies basket. "When the economy slows

investment plans and the cash actually starts to pile up ... so were probably more fortunate than some other companies,

Thai-based companies are believed to have a total foreign exchange exposure near \$70bn - much of it unbedged.

The finance ministry has yet to declare how companies should deal with their foreign exchange losses. Mr Sany-alaksna Manibhandu, an analyst at ING Barings, said Siam Cement had set a precedent: There will be strong pressure on others to follow. There has

already been a growing sentiment that 1997 should be considered 'year zero' anyway." Much will depend on where

Cement's foreign exchange

Ailing Thai groups, Page 5

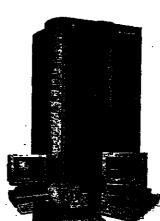
### Ind. Cap Mics Money Markets Recent leaves Share Informati FTSE Actuaries

Aris, Aris Guide

O THE FINANCIAL TIMES LIMITED 1997 No 33,340

## <u>MORSE</u>

# Fat.



Today, IT managers are on a mission to simplify computer systems. They need to reduce complexity on the desktop and consolidate the growing number of servers in their companies.

Why they are doing this, and how, is explained in an Executive Briefing published by Morse called "Flexible Server Consolidation".

Call us for a free copy.



Morse Computers

0800 22 88 88

Waigel will warn today the budget deficit has overshot by DM18bn - the German cabinet has seen it all before, writes Peter Norman

hen the Bonn cabinet meets today to enable the government to sharply higher than expecfederal budget for next year tional requirement that net ment. The supplementary and a special revised budget for 1997, its members may exceed the DM59.ibn due to DM2ibn to the already swolhave a powerful sense of

months, Mr Theo Waigel, the finance minister, will tell of DM71.2bn in 1997, some an annual deficit that has exceeded its target by about DM18bn (\$10.2bn).

But today's admission that Bonn has been unable to keep its 1997 deficit under control will stand out for coming in the middle of the financial year. The scale of the 1996 deficit overshoot was not acknowledged until January this year when the government reported last year's new borrowing of DM78.3bn was DM18.4bn more than previously

forcing the government to excess borrowing. seek parliamentary support German economy is "out of budgets for last year, this

approve the draft circumvent the constitu- ted costs of mass unemploybe spent on investment in len expenditure of the labour 1997. Mr Waigel's plans for a For the second time in six supplementary budget envisage new borrowing of DM17.9bn more than the

DM53.3bn voted last year. The legislation will be contentious even though Mr Helmut Kohl, the chancellor, can count on the support of coalition MPs in the Bundesliament, and does not need approval from the Bundesrat, the second chamber dominated by states controlled by the opposition Social Democrats.

SPD leaders in the Bundestag intend to launch a case in the constitutional court to The rapid deterioration of declare last year's federal federal finances this year is budget illegal because of

Mr Waigel's main probfor a declaration that the lems in managing the federal

federal borrowing must not budget for this year will add and social affairs ministry to reflect an official jobless total that is now expected to average 4.3m, compared with the 3.95m forecast when the 1997 budget was approved by parliament late last year.

Overall federal spending this year is now expected to be DM458.6bn, DM18.7bn more than agreed in late 1996. Instead of a 2.5 per cent drop in outlays compared with 1996, there will be a slight increase. For 1998, Mr Waigel antici-

pates that unemployment will fall to around 4.2m. allowing a slight drop in the labour and social affairs budget from DM149bn to DM147bn. Such optimism may be justified given government expectations of 2.5 per cent real economic growth this year and 2.75 per

But Mr Waigel will be in

Germany: financial plan (DMbn)

	1997*	1998+	1999‡	2000‡ 2001‡
Spending September	458.6 RD 1	461.0	462.5	
To remain	336.7	347.6	3725 mile	1004
Other revenues Of which: Bundesbank profit	<b>50.8</b> 7.0	<b>55.6</b> 7.0	322	31.3
Privatisation	12.7	19.7	7.0 0.0	. 00
Net borrowing	71.2	57.8	57.0	
Revised 1997 budget + draft 1998	budget .	t megrilli jein	Snercial plan	Source: Finance Minutes

trouble should unemployment be higher than expected. The 1998 draft budge anticipates net federal borrowing of DM57.8bn, perilously close to the constitutional limit of DM58.2bn set by planned investment pending next year. However, the 1998 draft

budget also prescribes strict control over federal expenditure, which is set to rise by just 0.5 per cent to DM461bn. Twelve government departments are due to see spending drop in nominal terms while the closure of the post and telecoms ministry will save DM344m.

Mr Waigel will tell of plans to cut DM400m from coal subsidies and save funds by delaying the redemption of federal railway debt. But these pale into insignificance against the continued high cost of eastern Germany, which can expect a net

transfer of DM90bn of federal

The most significant budcome in servicing the federal

debt, paying civil service pensions and paying for the government's planned move from Bonn to Berlin. The controversial Eurofighter project is included in the DM46 7bn defence hadget pre-production investments in 1998 and about DMIbn in following years.

resources next year.

Both the revised 1997 and 1998 budgets rely on sharply higher privatisation proceeds. The placing of Deut-sche Telekom shares with the state-owned Kreditanstalt für Wiederaufbau will realise DM10bn this year and DM15bn in 1998. Other sales, including part of the strategic oil reserve and governthe sale next year of Postbank, the postal savings

sation proceeds to DM12.7bn this year and DM19.7bn in

Privatisation proceeds have been erratic in the past. But far greater risks lurk on the revenue side of the 1998 budget and those in subsequent years.

Next year's budget assumes approval of plans to with DM850m earmarked for reform Germany's income and corporate tax systems from 1998. However, these have become blocked because of differences between the two houses of

day to begin attempts to end the impasse, but could agree only to set up working groups to look at the problems. A partial tax reform is the most that politicians in ment properties as well as Bonn now expect, in which case Mr Waigel will have to draft new revenue plans for bank, are due to lift privati- 1998 and later years.

# German exports

By Ralph Atkins in Bonn

set for 6.5% rise

German exports expected to grow by about 6.5 per cent this year, after 4.6 per cent in 1996, according to a survey published by the German chambers of industry and commerce (DIHT) yesterday.

Exports have been powering Germany's modest economic recovery, helped by a weaker D-Mark and favourable economic conditions in export markets, including elsewhere in Europe.

Export growth is expected to be particularly strong in North American markets. where a 8.5 per cent increase is forecast for this year, but also in Latin America and Asia with proj-

and 9 per cent respectively. Import growth has also accelerated, the DUIT said, reflecting the pick-up in the rate of 4.5 per cent is expected this year, compared with 3.1 per cent in 1996.

The DIHT warns against exaggerating the strength of German exports, pointing out that price competitiveness depends largely on wage labour costs continue to increase the cost of production in Germany, it declared

Mr Franz Schoser, DIHT director, suggested there was a link between the development by German companies of overseas markets and subsequent out-

40 60 80 100

20

### EUROPEAN NEWS DIGEST

# Emi opts for Swift system

Bankers breathed a sigh of relief yesterday when the European Monetary Institute, forerunner of the planned European Central Bank, agreed to use the Swift financial network to run its Target system for payments in euros.

The Swift network is already used by more than 5,800 banks around the world, including all the EU central banks. Payments experts said the decision was likely to ensure that Target would be up and running in time for the start of planned monetary union, now less than 18 months away. The decision will also mean that the cost per payment on Target should be cheaper, meaning banks may now use it for more of their payments needs.

Swift, or the Society for Worldwide Interbank Financial relecommunication, is a bank-owned co-operative which supplies a secure message service to banks around the world, carrying payment messages worth more than \$2,000bn a day. The alternative to using Swift would have been for the Emi to build its own network linking European central banks, which private sector bankers

feared would carry unacceptable risks of delay or failure. The Target system is expected to be used for high value payments which need to be credited instantly. Alternative payments methods, such as the Ecu Banking Association's new clearing system, will handle highvolume lower value payments. George Graham, London

### New designs for euro notes

Modified designs for the European Union's planned euro banknotes, which feature bridges, gates and windows but avoid any reference to existing structures, were unveiled yesterday by the European Monetary Institute. The original designs had caused some embarrassment for the Emi because they appeared to be based on actual structures. This was against the spirit of the euro, since the banknotes were not supposed to refer to particular national symbols.

The Emi said yesterday the designs would now form the pasts of further technical work which would enable the central bank to introduce the euro banknotes by January Graham Bowley, Frankfurt

## Ex-intelligence chief jailed

A former intelligence chief at the centre of Spain's murky "dirty war" scandal was yesterday sentenced by a military court to seven years in jail for stealing 1,200 secret documents.

Colonel Juan Alberto Perote, who had previously been sacked as head of operations at the Cesid intelligence service, was arrested in 1995 after a newspaper published excerpts from documents referring to illegal actions against Basque activists based in southwest France. He was also involved in a scandal the same year over electronic eavesdropping on politicians and other personalities, among them King Juan Carlos. That scandal provoked the resignation of the head of Cesid and

wo senior ministers in the then Socialist government. Col Perote insisted during his trial that Mr Felipe González, the former Socialist prime minister, knew about covert death squads operating against Eta, the Basque terrorist organisation, but did nothing to stop
them David White, Madrid

## Chechen minister quits post

Mr Shamil Basayev, Chechnya's best known separatist fighter, yesterday resigned from his post as deputy prime minister of the separatist region. Mr Basayev, who ecame a national hero in Chechnya and p number one in Moscow in 1995 when he staged a hostage raid in southern Russia, gave no reasons for his

Over the past few weeks, Chechnya has been awash with rumours that Mr Basayev, who was in charge of industrial development, was the on verge of leaving the administration of Mr Aslan Maskhadov, the Chechen president. But both men denied they had fallen out. One of Mr Basayev's close allies who had headed the national security service, also resigned.

The departures come as Chechnya's tentative efforts to rebuild after two years of war have been shaken by a number of kidnappings. Chrystia Freeland, Moscou

## Finance job filled in Serbia

The Serbian parliament yesterday elected Mr Borislav Milacic as finance minister, the state news agency Tanjug reported. Mr Milacic, a member of the Yugoslav Left party, replaces Mr Dusan Vlatkovic, who has been elected governor of the National Bank of Yugoslavia. Proposing Mr Milacic for the post, Mr Mirko Marjanovic, Serbian prime minister, described him as an

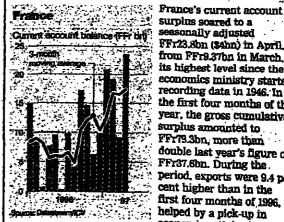
economist with vast experience and an expert in finance and banking. Mr Milacic, 44, is at present general manager of the private architectural design and construction firm Koling.

## Hungary to seek power bids

Hungary is to invite tenders in the next two weeks for some 2,000MW of new private power-generating capacity which will require investment of \$2.5bn. Mr Istvan Bakacs, development manager of the state electricity. company MVM, said yesterday the new stations would be commissioned in two periods between 2001 and 2006. MVM is keen to diversify suppliers, and expects strong international competition, particularly from US companies. About 60 per cent of Hungary's 7,500MW capacity is under private control, including the two US generators AES and El Paso. Kester Eddy, Budane

ECONOMIC WATCH

## Current account takes off



surplus soared to a sonally adjusted FF123.8bn (\$4hn) in April. from FFr9.37bn in March. its highest level since the economics ministry started recording data in 1946. In the first four months of the year, the gross cumulative surplus amounted to FF179.3bn, more than double last year's figure of FFr37.6bn. During the period, exports were 9.4 per cent higher than in the first four months of 1996.

economic activity in other European countries and the US, and by the favourable effect of the dollar's rise on French competitiveness. The capital account also showed some improvement at FFr4bn, up from FFr2.8bn in 1996. However, foreign direct investment showed a FFr5bn deficit in April, with both outflows of French capital and inflows from abroad Samer Iskandar, Paris

Dutch industrial output rose 4.1 per cent in May from a year earlier. Producer prices were up 0.3 per cent in May from April and 2.7 per cent from a year earlier. Norwegian consumer prices rose 0.3 per cent in June from May and were up 29 per cent year on year. ■ The Belgium and Luxembourg economic union's trade surplus rose in April to BFr36.7bn (\$1bn), from BFr29.2bn

# Dax rise masks economic fears, says Tietmeyer

By Andrew Fisher in Aschau

Mr Hans Tietmeyer, president of the Bundesbank, warned yesterday that ing efforts. the strong export performance of big German companies and the surge in share prices should not disneed to combat structural problems in the economy. "The Dax [the stock

whole German economy," he said. This year it has risen costs.

chips] does not represent the

He said German compa-

By Lionel Barber in Brussels

After a week of high-level

wrangling, the European

Commission last night

agreed that Estonia and Slo-

venia should join Cyprus,

the Czech Republic, Hungary

and Poland in the first wave

of countries negotiating to

short-list beyond the Czechs.

Hungarians and Poles and

include one Baltic state and

a former Yugoslav republic

is a victory for Mr Hans van

den Broek, the Dutch com-

missioner responsible for

enlargement.
The Commission's verdict

will disappoint Bulgaria,

Romania, Slovakia, Latvia

and Lithuania, but their

applications to join the EU

will be subject to an annual

Officials said there were

still difficulties in reaching a

common line on how to deal

with Turkey, whose applica-

tion for membership is in

limbo. Mr van den Broek

favoured Turkey's inclusion

FINANCIAL TIMES
Published by The Financial Times (Europe)
GmbH. Nibelungenplatz 3, 60318 Frankfurt am Moin. Germany. Telephone ++49
69 156 850, Fax ++39 69 956 4881. Represented in Frankfurt by J. Walter Brand.
Wilhelm J. Brüssel. Cohn A. Kennard as
Geschäftsführer and in London by David
C.M. Bell. Chairman, and Ahan C. Miller,
Deputiv Chairman. The shareholder of the
Financial Times (Europe) GmbH is Pearson Overseas Holdings Limited, 3 Burlington Gardens, London, WIX ILE.
Shareholder of this company is Pearson

Shareholder of this company is Pearson plc. registered at the same address

GERMANY:
Responsible for Advertising content: Colin
A. Kemard, Printer: Hinrivet International
Verlaggeselbschaft mbH, Admiral-Rosendall-Surses 1a, 63-63 New Isenburg ISSN
0174-7563. Responsible Editor: Richard
Lambert, clo The Financial Times Limited,
Number One Southwark Bridge, London
SEI 9HL.

Publishing Director: P. Maraviglia, 42 Rue La Boctue, 75008 PARIS, Telephone (01) 5376 8254, Fax (01) 5376 8253, Printer: S.A. Nord Eelaar, 15/21 Rue de Caire, F-59100 Roubaux Cedex I, Editor Richard Lambert, 18SN 1148-2755, Commission Parliaire No 67808D,

GERMANY:

FRANCE:

SWEDEN:

The decision to expand the

ioin the European Union.

takes in five

eastern states

with the D-Mark's previous strength against the dollar having been reversed, as well as their own restructur-

"The real question is how the country is attacking its structural problems," he added at a press conference tract attention from the after the central bank's council meeting in Bavaria, Frankfurt. These included a ation. exchange's index of 80 blue high level of bureaucracy, labour market rigidities, as parliament's arbitration and high taxes and labour committee met to try to

nies' export successes be clarified quickly to give have been held up by the companies confidence to opposition. reflected currency shifts,

in a pan-European confer-

ence on enlargement which

would also include all 10 cen-

tral and eastern European

But Mr Jacques Santer.

president of the European

Commission, echoing fellow

Christian Democrat leaders

led by Chancellor Helmut

Kohl of Germany and Prime

Minister Jean-Claude

Juncker of Luxembourg,

raised objections to Turkey's

Mr Santer's objections

inclusion in the conference.

of their economic perfor-

mance and that to act other-

wise would amount to politi-

Mr Santer appeared earlier

to lean in favour of restrict-

ing the first wave to the

Czech Republic, Hungary.

Poland, and Cyprus which

has already received a

Mr Santer's caution on the

size of the first enlargement

wave stems partly from the

inconclusive EU summit in

Amsterdam last month. EU

leaders failed to agree on the

institutional reform neces-

sary to cope with an enlarge-

ment of the present 15-mem-

The Amsterdam summit

stipulates that the EU must

undergo a profound

shake-up in institutions once

cal discrimination.

favourable opinion.

ber Union.

applicants.

Revised 1997 budget and 1998 draft	1997	1998	% ch
Pota Total Control of the Control of	456.6	461.0	*O*
l shour and ential affairs	149 1	147.1	-1.3
Debt service	854	** 87.4^	12.3
Defence	46.3	46.7	+0.8
Jiansport .	44.4	432	, <b>2</b> 1
General administration	19.5	21.2	+8.4
Federal pensions	15.9	163	T 2
Economics (largely subsidies)	16.6	16.1	32
Research: Science, Education	N (14.8	1 179	, O.
Families, aged, women and youth		11.7	-2.7
Agriculture	11,8	116	1
Building and cities	10.7		+6.2
Firence	7.0	84	124
Interior	8.8	8.8	+1.8
Development aid	4 18 P. T.	76	

held once a year outside invest and thus help job cre-

His comments were made unblock the stalemate over He said the prospects for the government's tax reform proposals which

Commenting on the rise of the dollar - now around DM1.76 - Mr Tietmever hinted he thought this bad gone far enough.

"It is important for us that the D-Mark remains a strong currency and goes into the euro as a strong currency," he said.

# EU enlargement Growth slows in E Europe

Eastern Europe: economic outlook

GDP growth (%)

By Kevin Done, East Europe Correspondent

The pace of economic growth in east Eurone (excluding the former Soviet Union) is forecast to fall for a second year in succession in 1997 under the impact of growing balance of pay-

ments problems. For the first time since the collapse of communism there will be positive growth of around 1.4 per cent in east Europe and the former Soviet Union as a whole. however, supported by the expected bottoming out of the Russian recession and strong recovery in many of the states of central Asia and the Transcaucasus.

reflect earlier warnings from Growth is slowing in parthe Christian Democrats ticular in the Czech Republic that Turkey has no realistic and Slovakia and has halted chance of becoming a memin Romania as a result of this year's tough austerity ber of the Union because of its size, human rights record, and its Islamic cul-According to a report by the Economist Intelligence

Unit, the rate of economic Mr van den Broek carried the day for Estonia and Slogrowth in east Europe venia after interventions (excluding former Soviet Union) will slow to 3.2 per from Sir Leon Brittan, the trade commissioner, and Mr cent from 3.7 per cent last year and 5.4 per cent in 1995. Martin Bangemann, the industry commissioner. Growth in gross domestic Each argued that the two product in Slovakia is forecountries were ready to open cast to fall to 4 per cent from 6.9 per cent in 1996 and to accession negotiations based slow in the Czech Republic on an objective assessment

to 3 per cent from 4.4 per cent in 1996. The Czech Republic has suffered the most notable setback in the region, with a

surging foreign trade deficit and rapid growth in wages outpacing growth in labour productivity. Year-on-year industrial production fell by 2.7 per cent The troubled Bulgarian economy, which saw a 10.9 per cent GDP fall last year, is expected to contract by a

further 3 per cent this year,

while the EIU forecasts zero

growth in Romania follow-

ing GDP rises of 4.1 per cent

last year and 7.1 in 1995.

ing period of 1996.

The Polish economy, the close to reaching 1989 output levels this year, with forestrongest in the region. shows no sign yet of significast growth of 4.1 per cent, up from 3.5 per cent in 1996. The clearest sign of improvement is in Hungary, where growth is expected to recover to 2.8 per cent this: year from 0.5 per cent in 1996

country in the region to have regained 1989 output levels, which it will have cent by the end of this year. The EIU forecasts growth of 5.4 per cent in Poland this year, compared with 6.0 per

cant slowing down, with a first-quarter GDP growth of 7.6 per cent compared with 5 per cent in the correspond-Poland remains the only

surpassed by about 10 per cent in 1996.

# per cent in 1995. Slovenia is the only other

country which is likely to be Street, London, SW1Y 4LR.

France, Italy and Belglum were the worst repeat offenders in failing to implement European Union law in 1996 and compliance is still poor across the board, according to a new European Commission report.

The European Commission's annual infringement report for 1996, which has yet to be made public, indicates the-Commission launched 1,142 new investigations, compared with 1,016 in 1995, into failures by member states to adjust national legislation to meet EU regulations. The report highlights the poor imple-

mentation of EU legislation, which hinders attempts to create a genuine single market for goods and services. As it lists only the infringements that get reported, the problem could be much more serious than the report suggests. Aside from new members Austria. Finland and Sweden, yet to adjust to all EU legislation, the worst offenders members if they fail to do so. Most infringements concern environ- the closet."

mental law and directives to guarantee Most members faced fewer investigaexperts note that the apparent; improvement could simply reflect a drop in new EU legislation in recent.

And those are only the offenders which were caught. Dutch officials recently traced 368 Dutch edicts, just on technical standards alone, which had not been reported to Brussels and might therefore be invalid.

If they looked to other sectors, they'd probably find a lot more that is

inconsistent with community legisla-

tion," said Mr Keith Hendry, partner in

Brussels with Clifford Chance, the Brit-

ish law firm. "The extent of this is

states have such time bombs ticking in Mr Hendry said that European Court

and 1.5 per cent in 1995.

The EIU report forecasts

zero growth in Russia this

year compared with declines

of 6 per cent last year and 4

Economies in Transition,

second quarter 1997. Price: £195/\$395. From Economist

free movement of goods and services. of Justice rulings last year had strengthened the case of companies tions than before, but Commission suing their governments for damage caused by national regulations which break EU law.

A French beer producer has successfully sued the German government for imposing quality standards in breach of European regulation; Spanish fishers defended their right to carry a British flag and fish in British waters, thus

Responsible Publisher: Hugh Carnegy 468 618 6088. Printer AB Kvällstidungen Expressen, PO Box 6007. S-550 06, Jönköping. it expands beyond 20 countries. However, Mr Santer and Mr van den Broek Jonappug.

O The Financial Times Limited 1997.
Editor Richard Lambert, clo The Financial
Times Limited, Number One Southwark
Bridge, Loudon SEI 9HL agreed yesterday that making a commitment to six countries does not necessarily trigger a fresh IGC. Observer, Page 21

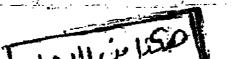
# law implementation patchy

By Sander Thoenes in Brussels

in 1996 were France, Italy and Belgium, pretty big. As Community citizens, the mental law had already helped.

with more than 70 investigations each. Dutch are about the best. Many mem-Member states usually mend their ber states fail to implement, or impleways after an initial warning and the ment incorrectly, community law. I European Court of Justice can fine would not be surprised if all member

evading Spanish fish quotas. Mr Mario Monti, the EU's single market commissioner, has threatened to shame member states into complying with single market rules by publicising infringements. One Commission spokesman said that a wider use of fines for non-compliance with environ-



Para tion

· C.

the same of

Market Committee

: ~ : .

. . . . . .

360 (1971)

ter visit

getter egyption in the

\* designs for our note

intelligence chief ialle

**Chen** manister annere

there gods bridged in both

part in with pour by

1000

Living a mark

Production of

Personal State of Sta

# for Alitalia

The European Commission freeze in the size of the fleet will next week approve a at 157, rather than an expan-L2,750bn (\$1.6bn) injection of state aid to Alitalia as part seen in an earlier restructurof a restructuring plan pro- ing plan. posed by the struggling Italian airline.

Brussels hopes the decision will be the last in a long behave as "normal sharesaga of state assistance claims by European flag carriers which have turned to their governments for financial help under pressure from global competition.

approved by Mr Neil Kinnock, the transport commissioner, was whittled down from an original L3,000bn demand and has several conditions attached

cent of Maley, the Hungarian carrier, divest its holdings in various regional airports, and rationalise fleet and staff to obtain an adequate return on investment.



For further information,

please contact:

**BIII Castle** 

Fax:+44 171 873 3062

Tel:+44 171 873 3760

# Brussels to Nano counts blessings of time in jail Albania's next PM tells Guy Dinmore that his recent term in prison has made him a more tolerant politician The philosophy of privative to and Albania's cen-

next prime minister. "Some-This is expected to involve you stay too long you are politically destroyed," says a cut of 1,212 staff and a Mr Fatos Nano, whose lapse of frauduler Socialist party will head a savings schemes. sion to 172, as had been foreleft of centre coalition government following recent Mr Berisha were both Thanks to his spell in

fluently, he insists he has

In public, Mr Nano calls

to an Italian aid scandal dur-

ing Mr Nano's short tenure

as prime minister of a left-

The facts of the accusa-

tions may never be known.

Mr Nano was sentenced to 12

years in prison after a politi-

cally engineered trial, and

wing government in 1991.

The Commission will also seek a promise from the Ital-"But I was in jail just long enough to become more tol-erant, so much so that some ian authorities that they holders" in relations with people in the party criticise me for being liberal. I don't the airline and do not give further subsidies in the form care. I'm a social democrat." of loan guarantees. A portly, affable man who likes to crack jokes in the several languages he speaks

In addition, the authorities have to agreed not to prefer The capital injection Alitalia over other EU carriers in the allocation of traffic rights, take-off and landing slots, ground handling port infrastructures.

The aid will be paid in Alitalia must sell its 85 per three tranches, the first immediately after it is approved by the commissioners next week. The second and third sums will be paid in May next year and May 1999, but only if the conditions of the restructuring plan are met. The recapitalisation of Alitalia is by its parent company, Iri, the

state holding company. Alitalia, which notched up its ninth successive year of losses last year, is the last in to have had state aid claims approved by the Commission, the EU's competition watchdog.

The controversial payments - which went to carriers such as Air France. Iberia, Olympic, TAP and Aer Lingus - were approved on a "one time-last time basis", although in some cases, notably that of Air France, repeat requests were

The money has been used to restructure what had mostly become inefficient state-owned enterprises unable to compete in the increasingly liberalised air transport market. All are now committed to full or partial privatisation.

times, if you stay in prison the height of the chaos future of my country," he for a short time you come sweeping Albania when says. "Jospin said: We will out more aggressive, and if mobs looted military modernise the left'. and armouries during an insur- Blair said: 'We want to move lapse of fraudulent pyramid

He was freed last March at tralisation of power is the

rection triggered by the col- the left to the centre quickly'. So I found myself in between. But my English Analysts say Mr Nano and is as good as my French."

'Some in the party criticise me for being liberal. I don't care. I'm a social democrat.'

thrown off the legacy of his hardline Marxist past. Hoxha. But, while Mr for reconciliation with his rightwing rival, President Sali Berisha. It was Mr Berisha who ordered his and swept to power in 1992, arrest in July 1998 on Mr Nano remoulded the charges of corruption related Marxist old guard into the democratic reforms.

Mr Nano says he is following a path pioneered by two recently elected prime ministers of the left: France's Lio-

reformists within the barsh prison, from which he Communist regime installed emerged looking distinctly by the Stalinist Enver healthy. Mr Nano is untainted by the failed pyra-Berisha, a heart surgeon to mid schemes but may be the Communist elite, turned held to ransom by a rash held to ransom by a rash against his former mentors promise made during last month's election campaign

He has since "clarified" Socialists with a commit- his position, stating that ment to free enterprise and what money can be retrieved will be distributed but that his party is committed to an IMF-backed non-inflationary programme however unpopular with the masses.

to return lost money.

Prison has tempered the was adopted as a prisoner of outlook of the man set conscience by international to become Albania's pressure groups.

"The philosophy of privatisation, social assistance, denationalisation and decenturies old code of vendetta, some analysts remain sceptical that the former Marxist. economist is so reformed. Within the party he is seen

by some as a tough autocrat who has surrounded himself with hardliners.

On the streets of the capital, Tirana, many also call into question his new lifestyle - a penchant for fine suits and good food. He has a regular corner table at the capital's top hotel, surrounded by at least half a dozen bodyguards. Staff there say he is a pleasant customer and his favourite dish is frogs' legs.

His greying beard may be a small gesture of rejection of his Marxist past - during the Communist era facial hair was banned below what were jokingly known as "the party's cheekbones".

Born in Tirana in 1952, Mr Nano studied political economics at Tirana University and went on to work in the Institute of Marxist-Leninist Studies under Hoxha's widow Nexhmije.

He was deputy prime minister in the last hardline Communist government under Mr Ramiz Alia, and



Fatos Nano: called publicly for reconciliation with rightwing rival President Sali Berisha

and mass demonstrations.

international community dominated by Communists to resigning, but intends to as he pleases.

after Albania's first free elec- reduce the powers of the tions in March 1991. That presidency and install a pargovernment fell three liamentary system with himmonths later amid strikes self as prime minister. With still-awaited official results Mr Nano could fill the from the election expected to shoes of President Berisha, confirm a two-thirds Social-While Mr Nano charms the led a leftwing government who has committed himself ist majority, Mr Nano can do

# Soviet-era power bosses sacked in Russia

By Chrystia Freeland in Moscow

the Soviet-era were sacked this cabinet team is developing the muscle to force through its restructuring plans.

In his weekly radio address to the nation today, President Boris Yeltsin is expected to point to the sackings as proof that his administration is keeping its promise to crack down on corruption and mismanagement even among influential industrial leaders.

companies, known as energos, in pany in May.

Krasnoyarsk, in eastern Siberia, and in St Petersburg. Both men Two of Russia's most powerful have been removed from their provincial electricity bosses from posts, although, formally, new directors will be appointed only week, a signal that the reformist next month, at specially summoned shareholder meetings. Analysts say the two energos are among the worst managed in Rus-

The dismissals are a victory for Mr Boris Brevnov, the new chief of Unified Energy Systems, Russia's national electricity monopoly. Outside investors cheered when Mr Brevnov, who is closely aligned a powerful effect, encouraging with Mr Boris Nemtsov, the pro- reformers to stage palace coups in The twin casualties are the gressive first deputy prime minis-chiefs of the regional electricity ter, was elected to run the com-

But some wondered whether the 29-year-old former commercial banker from small-town Russia would have the guile and the clout to outmanoenvre UES's deeply entrenched, old-style managers. This week's sackings, and a shake-up of UES executives in Moscow which has removed twothirds of the company's old board of directors, suggest he is managing to outflank his opponents.

The purge at UES, which is Russia's biggest company by domestic market capitalisation, could have the other partially state-owned behemoths of the Russian econ-

started against Mr Vladimir Ivannikov, the former director of Krasnoyarskenergo, who is accused of improper transactions with the company's bonds and shares. However. Mr Brevnov, who has made a pointed effort to find and promote members of the old UES management who want to work with the new team, said that a drive for improved management, as well as an effort to root out corruption, motivated the dismissals.

"The decisions were not only rumours of corruption." connected with corruption, although that is an element," Mr ognition that a new system can ment in the regions."

Criminal proceedings have been only be created by new, decent people. We hope this will serve as

The move drew praise from western investors, whose enthusiasm for Mr Brevnov's policies has driven the UES share price up by 46 per cent since he took over. "This is very good news," said Mr Henrik Piper, utilities analyst at Brunswick, a Moscow-based investment bank. "These two were the most notoriously mismanaged energos and they were plagued by

Ms Julie Quist, utilities analyst at MC Securities, said: "It is nice Brevnov said in an interview. "But to see that they are cleaning up we are also motivated by our rec- the corruption and mismanage-



Probably the best beer in the world.

### **NEWS:** WORLD TRADE

# Korea takes US dumping row to WTO

dumping orders.

However, the department,

in a preliminary decision,

said it could not be certain

that Korean companies

would not begin to dump

again if no restraints were in

place. It said D-Ram prices

had been falling and were

likely to continue to decline.

Korean companies have con

tinued to increase produc

tion and "will likely con-

tinue to maintain a

substantial presence in the

US market during various

phases of the business

duties are now imposed on

Korean D-Rams, Mr Larry

Walders, a Washington-

based attorney, said the con-

tinued orders required

The Koreans

fallen because

of over-supply

and lower costs

rather than any

dumping action

ing annual reviews during

which companies must pres-

ent information about costs,

prices, products, research

and development, sales and

The Koreans argue that

prices have fallen because of

over-supply and lower costs

rather than any particular

dumping action. They have

offered to continue to collect

price and market informa-

tion and provide it to the

But the department con-

cluded that given the cur-

rent market, "it would be

difficult for the Korean

respondents to remain com-

petitive without selling

D-Rams at less than norma

value." It will issue a final

Commerce Department.

argue that

prices have

Although no dumping

cycle," the decision said.

By Nancy Dunne in Washington

South Korea yesterday filed a complaint against the US a t the World Trade Organisation alleging it failed to lift unfair anti-dumping duties

on Korean colour televisions. South Korea might also file a second WTO case if the US does not lift antidumping duties on Korean D-Rams, said Mr Young Oh, South Korean commercial attache in Washington.

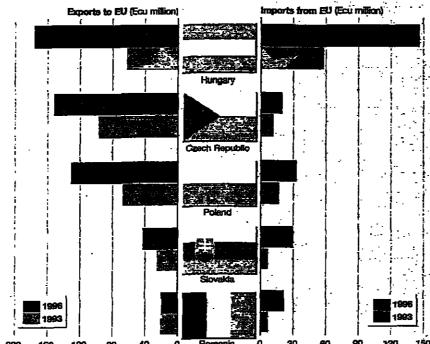
Mr Chang Yuei Lim, Korean trade minister, said the US had promised to resolve the colour television issue by November 1996 but had failed to do so.

It was highly regrettable that the anti-dumping cases had been a source of contention between the two countries and that a solution still appeared to be beyond our

reach, said Mr Chang.
Mr Young said Korea no longer directly exported colour television sets to the US. but sent them from outlets in Japan and Taiwan. The US industry has shrunk to include only Zenith, owned by a Korean Company, LG Semicon, and companies such as RCA, which import from foreign producers.

The US first imposed dumping duties on Korean chips from Hyundai Electronics Industries and LG in 1993. Annual reviews conducted by the Commerce Department over the past inventories. three years have concluded with "de minimis" dumping findings - meaning dumping, or selling at less that fair market value, has been

minimal if at all. Last February, after conducting an annual review. the Commerce Department found that LG and Hyundai Electronics Industries, the two Korean companies covered by the orders, had not dumped D-Rams over the past three years. After three years of "de minimis" finding, the Commerce Department generally lifts its anti- decision on July 16.



Machine tools: East European exports surge

# West Europeans look east for machine tools

By Peter Marsh in London

Demand from western Europe for low-cost machine tools from the former communist bloc has surged in the past four years, according to a study by Cecimo. the European machine tool trade association. Rising demand is most evi-

dent in the Czech Republic, which now exports to western Europe almost as many parts and complete machine tools as it imports.

Another beneficiary has been Romania, which last year ran a small surplus on its trade of these products with companies in western Europe. In 1993 it had a defi-

Slovakia has also experienced a sizeable cut in its trade deficit on machine tool products, while over the same period exports from Bulgaria of these items to (\$362m). western Europe has more than doubled. Behind these changes has

been growing interest by west European machine tool makers, particularly in Germany, in gaining access to

low-cost parts made in eastern Europe, where labour The trade deficit on the costs are much lower. products was cut from

Before 1990, exports of these products to the west were extremely low. However the former communist bloc imported large quantities of western machine tools for its own industries. Imports into western

Europe of complete machine tools, not just parts, have seen a big rise. In most cases the systems are rebadged and sold under western European companies' own names, as cheaper versions of tools made in the businesses' own factories. According to Cecimo,

exports of machine tool parts and systems to western Europe from central and eastern Europe, including Russia, more than doubled between 1993 and 1996, from Ecu139m (\$156m) to Ecu323m Over the same period, and 1996.

imports from west to east increased by only a fifth, from Ecu627m to Ecu769m. The biggest change was for the Czech Republic, which pushed up exports to Cecimo's estimates.

Ecu40m in 1993 to Ecu6m last year.

Romania increased its exports threefold, while Slovakia pushed up exports of comparable items from Ecu6.8m to Ecu29.9m, cutting its trade deficit by a

Exports of machine tools and parts to western Europe from Hungary and Poland have changed far less. These countries are looked at less favourably by western European companies as potential supply bases for low-cost parts. Hungary's imports of

machine tools and parts from western Europe rose threefold over the period, with exports increasing only marginally. Poland saw its comparable trade deficit nearly double between 1993

More than two thirds of the purchases of parts and complete systems involves German companies, with Italy close behind, according

# Kazakhstan oil finds an outlet in China

By Robert Corzine and Charles Clover in Almaty

Chevron, the US operator of oil field, will soon make its first test delivery of oil to China by rail.

The company, which has been hampered by a lack of export routes out of the Caspian Sea to world oil markets, believes growing petroleum demand in western China could result in "substantial" exports of Tengiz oil to China via rail. Current demand in west-

ern China could allow Chevron to export as much as 1m tonnes a year to the region, according to Mr Galymzhan Zhakiyanov, chairman of the Kazakhstan government's Agency for Strategic Resources Control in Almaty.

Chevron is also studying the feasibility of establishing an oil storage facility on the Kazakh-Chinese border to wagons to carry the oil. Kazakh trains would deliver it to the storage facil-

ity, which would then trans-Kazakhstan's giant Tengiz fer the crude to Chinese wagons. The construction of a tank farm would eliminate the inefficient transfer of the tanker wagons to China's raii system, which has a different gauge from that used in the former Soviet Union.

The Kazakh government is keen to establish a foothold in the western China oil market as a possible prelude to the construction of a pipeline to the country's main industrial regions. The Chinese National Oil

Company recently agreed to build a pipeline from the Aktyubinsk oil field in western Kazakhstan to China as part of a deal to secure a stake in the field, although many industry observers are doubtful about the economics of such a large pipeline greater - in particular in the scheme unless Beijing Kashagan formation, a to subsidise the tariffs

charged on its territory. Tengiz is the first of a series of big western oil developments planned for the Caspian Sea region.

Ih

orrowing r

The bulk of its exports will eventually reach world oil markets via a new export pipeline that is to be built over the next few years by the Caspian Pipeline Consortium, linking Tengiz to Novorossiysk on Russia's Black Sea coast.

But Chevron has succeeded in shipping relatively large volumes of oil via rail, with some Tengiz oil travelling as far as Baltic Sea ports before being loaded onto tankers

Tengiz is the "supergiant" oilfield on the eastern shores of the Caspian which contains between 6bn and 9bn barrels of oil. Oil experts now believe the region may have reserves many times decided for strategic reasons recently discovered area

# Higher specifications for DVD Audio sought

By Alice Rawsthom

Senior record executives meet in London next week to discuss the technical requirements for DVD Audio, the new sound carrier they hope to market as

an advanced compact disc. The music industry rejected the first set of DVD Audio specifications, presented by the consortium of nies developing digital versatile disc (DVD), the new "intelligent" discs that look like compact discs but have considerably greater memory capacity.

Record executives claimed that the original specifications would not have produced a product sufficiently attractive to persuade consumers to adopt it as a new form of software. They per-

ceive DVD Audio as a prod-uct which will use its addltional memory to relay film. text and music of exceptionally high sound quality. Such a disc might include footage of a band performing, interviews and song lyr-

Another concern about the initial technology was that it did not make adequate provision to prevent the discs being counterfeited. Piracy is a serious problem for digital software such as DVD Audio, which provides a near-perfect replica of original recordings. Finally, record executives

Audio will be compatible with existing compact disc consumers to play DVD first DVD Audio systems Audio discs on their CD players and compact discs later.

The music industry hopes DVD Audio's final technical specifications at next week's meeting, which will be attended by representatives of the International Federation of the Phonographic Industry and the Recording Industry Association of

After the meeting, a request for technical proposals will be circulated to interested electronics companies such as Sony, Pioneer, Matsushita and Kenwood. Specifications will then be tested by a steering commitare anxious to ensure that tee composed of record pro-the final version of DVD ducers and sound engineers. The music industry hopes to select the technology by technology, thereby enabling the end of the year, with the

going on sale two years

Hearing

opens on

NEWS: INTERNATIONAL

# Speculators target emerging market currencies

By Gretz Stevn and Simon Kuper

Emerging market currencies around the world were under attack yesterday from prompted the devaluation of the Thai baht and the Czech

The assaults on currencies as diverse as the South African rand, the Philippine peso and the Polish zloty break two years of calm for emerging markets currencies, since the Mexican peso crists May, when currencies trad- likewise had a current

ended in early 1995.

global trade and investment flows has revived these currencies. Crucially, emerging markets offered far higher yields than the world's biggest economies, where interest rates were unusually low. Many investors borrowed ven at Japanese rates of 0.5 per cent in order to buy high-yielding emerging currencies - the so called "carry trades".

The turnaround came in

Since then, growth in raise interest rates soon. Investors hurriedly repaid their borrowed yen before the interest on their debts rose. High-yielding currencies, led by the dollar, tumbled. The main emerging market victim was the Czech koruna, hurt by a slowing economy and a growing current account deficit. It

dropped 10 per cent after speculative attacks forced the central bank to float it. The baht fell next. Thailand

ers decided Japan would account deficit and slowing last two years had already baht's fall, as they competed banks from reacting flexibly banking sector to boot The outlook appears bleak.

The US and then Japan are US rates, for instance, has expected to raise interest That would further reduce investors' appetite for emerging market yields, making lists of the next curprompting more unwinding rencies to tumble. They say of yen carry trades.

Mr Richard Gray, emerg-

benchmark Argentine and narrowed from about 1,000 basis points last July to about 400 basis points today. Europe, highlighted the Bra-

Forex strategists are now a high current account deficit is the most reliable sign ing markets analyst at Bank that a currency is in trouble. of America, said that the Mr Gray said the trade bal- with fixed exchange rates influx of funds into the ance of certain Asian coun-

to weaken to restore the status quo," he said. Mr Avinash Persaud, J.P. Morgan's head of currency research in zilian real, which looked overvalued given Brazil's large current account deficit. Forex strategists said the

Thai and Czech experiences suggested that currencies were in most trouble. A fixed

economy, with a fragile made their yields less attrac- with Thailand in many mar- to attacks. The Malaysian tive. The spread between kets. Their currencies have dollar and the Philippine peso are still pegged to the dollar, but Mr Steve Jennions, emerging markets analyst at Crédit Agricole Indosuez, predicted that the Philippines would soon opt

Poland should escape a big attack because its central bank had realised early that the zloty must weaken, said Mr Zsolt Papp, emerging emerging markets over the tries would suffer after the rate can prevent central Asian currencies, Page 5

# conditions in Nigeria Africa Editor, in London Commonwealth's ministerial action group

opened a two-day meeting on Nigeria yesterday to hear evidence on conditions in the country from opponents of the military regime. The group will report to the Commonwealth summit in Edinburgh in October.

where heads of government will decide what should be done to bring about a return to democracy in Nigeria, suspended from the 53-member association in 1995. Mr Robin Cook, British

foreign secretary, has already said London would recommend that Nigeria

should remain suspended. In a joint memorandum. the United Democratic Front

based body that campaigns against censorship, and Media Rights Agenda, a Nigerian human rights organisation, told the hearing that the country's inde-Nigeria's suspension fol-

"Nigeria has not behaved according to international codes of conduct and therefore shouldn't be a member of the Commonwealth," Mr Saro-Wiwa's son Ken Wiwa said yesterday.

group comprises Britain, Canada, New Zealand, South Africa, Zimbabwe, Ghana.

# Mobutu assets

Belgium is preparing to

freeze the assets of former Zairean President Mobutu Sese Seko and has appointed a judge to investigate illegally using money plundered from the African state. has named Mr Jean-Claude

Democratic Republic of Congo at the weekend. Bizima Karaha, Congolese utu's Belgian assets shortly. foreign minister, on a private visit to Brussels on Saturday, apparently asked Belgium to freeze the assets of Mr Mobutu and 82 other rel-

authorities of the renamed

atives and former senior Zairean officials. An FT investigation in May identified at least nine properties in Belginm owned ued at between BFr545m and

BFr600m (\$15.5m-\$17m). The trigger for the Congolese request may have been the sale last week of one of dent for this in Belgium," the most opulent properties, said a Brussels official, Chateau Fond Roy, a mansion with four hectares of land in the plush southern

Brussels suburb of Uccle. The château, estimated to be worth up to BFr400m (\$11m), is reported to have that to a Belgian business-

where Mr Mobutu owns several properties and the majority of his wealth is believed to be invested, to freeze his assets immediately after he fled the country in whether they were acquired May. But Belgium had received no such demand.

"We always said we The Brussels prosecutor couldn't act without a request from the Congolese." Leys as investigating judge a foreign ministry spokesin the case, following a man said yesterday. "That request from the justice request was handed over on Saturday, and we passed it to the legal authorities."

The investigating judge is The letter, delivered by Mr expected to freeze Mr Mobwhile he attempts to discover their full extent. Investigators yesterday

searched the offices of Banque Belgolaise, where Mr Mobutu is said to have been customer, while other banks were instructed to block any Mobutu accounts. Assets found to have been by the former dictator or acquired using former Zairmembers of his family, val- ean state funds could be returned to Congo, but the process is likely to be

There is no legal precewarning that investigations elsewhere into former Philippine dictator Ferdinand Mar-

cos had taken years. While his assets will not be confiscated; Mr Mobutu. now sheltering in Morocco. been sold for less than half will not be allowed to sell or remove them from Belgium during the investigation.

# Belgium probes Kenya's middle classes snap

Patience has run out with the uncompromising President Moi, writes Michela Wrong

wears shirts with button-down collars, owns a smart four-wheel drive and speaks impeccable English. A member of Kenya's biggest tribe - the Kikuyu - he returned to Nairobi after being educated in Britain, full of plans to set up in one of the country's growth sectors.

But his company is not prospering. Instead he sees government contracts going to members of President Daniel arap Moi's minority Kalenjin tribe and well-connected Asians.

Once-wealthy relatives up country press him for money. But with his income eaten up by the private schools and hospitals he prefers to Kenya's crumbling state institutions, there is

little to spare. "In the old days I used to think it was a nuisance when the students went on the rampage. Nowadays I feel ashamed not to be with them," he says. "The middle classes no longer trust or believe Mr Moi. Something

As Mr Moi digests the implications of this week's political violence, which shattered the country's international image as the peaceful eye of the African storm, he cannot ignore people like Mr Njoroge. Conspicuous among the students, opposition activists

clubbed on the streets were

middle-aged men in suits and ties, their white shirts splattered with blood. For most, it was their first taste of police brutality. Kenya's middle classes are becoming radicalised, a development that has sent shudders through many an African The protests, called by

opposition parties, civic groups and religious leaders, are nominally aimed at winning the repeal of laws that critics claim will give Mr Moi an unfair advantage in polls expected later this year. But what lies behind the debate is far more diffuse and, for the 73-year-old president, far more worry-

Despite being blessed with what was at independence one of Africa's most modern infrastructures, aid flows totalling billions of dollars and one of the continent's most liberalised economies, the ordinary Kenyan is hurt-

Average per capita incomes have stagnated since the mid-1980s and now stand at \$280 a year. More ing below the poverty line.

and more families are sink-The reality of the statistics is starkly apparent. The number of children begging on the streets of Nairobi grows each week. Once one of the continent's smartest capitals, the city is a crimeridden eyesore of potholed and jobless youths being roads, rotting rubbish and

squalid shanty-towns.



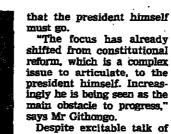
All do not suffer equally. A small elite has wrung maximum commercial advantage from its proximity to power, resulting in a chasm between rich and poor wider than in any country in the world apart from Brazil. The top 10 per cent enjoys

and expect to get poorer. They see no avenues for self-advancement. Mol has



47 per cent of Kenya's national income. The middle classes just want to be left in peace to make money," says Mr John Githorgo, columnist for the "But they look to the future

killed hope." With such anger and frustration as a backdrop, Mr Moi's refusal to compromise is fast transforming the constitutional campaign from a a charismatic leader to list of precise legal demands polarise and channel protest into a spreading conviction



"the Kabila effect", a Zairestyle overthrow looks out of the question. A loyal army and western support are not the only reasons: in the run-up to elections, the opposition has gone into self-destruct mode, fracturing on ever more ethnic lines.

The recent unilateral announcement by Mr Kenneth Matiba, head of the Ford-Asili party, that he would boycott the elections merely exacerbated the disarray: opposition parties are now too busy realigning to catch his votes to concentrate on actual victory.

Had they agreed a single candidate, the opposition could probably win the polls ghted in Mr Moi's favour. In the event, he may face as many as six separate candidates, all with narrowly ethnic constituencies, none with a national vision. Unless the opposition pulls off a last-minute miracle, its

defeat seems certain. But given the level of public discontent, the absence of carries its own dangers.

Analysis warn that Kenya

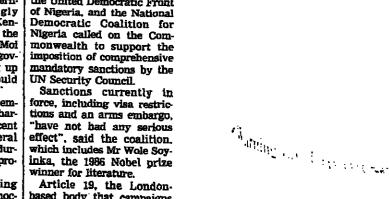
could fall prey to bouts of random violence, with Mr Moi's Kalenjin tribespeople and Asians as favourite victims. Britons, whose governregarded by ordinary Kenyans as having played the same role in keeping Mr Moi in power as the French government did in propping up Zaire's Mr Mobutu, could

also become targets. Significantly, recent dem onstrations have been characterised by a swift descent into looting and general thuggishness not seen during previous pro-reform pro-

Kenya's long-standing image as a peaceful democracy has been so beguiling, that its descent into the African cliche of riot-prone, crime-ridden hotspot would deal a big blow to confidence in the continent as a whole. Belatedly alert to the dangers, diplomats have started holding regular meetings with the presidency to press

for compromise. "It is already too late for far-reaching constitutional reforms," says a diplomat. "But if Moi could just send out signals he is seriously willing to engage in real reform after the elections, maybe we could cool the

temperature." The suggestion elicits a laugh from Mr Njoroge. "You know our president as



Water Bridge and S

pendent media "remains under virtual daily attack". lowed the execution in November 1995 of the writer Ken Saro-Wiwa and eight other minority rights activ-

The Commonwealth action

حكنا من الاجل

**NEWS:** ASIA-PACIFIC

tan oil fin

ecifications

Audio sough

. .

3 - 25 - 2 - - - 2

...

Service of

- .. .

2.5 ----

ç. . . . --

. = <u>!</u> =

•. . ..

Beitar jenn ..

# Forcible takeovers loom after today's deadline Indian netsurfing 'set to explode' Ailing Thai groups unlikely to merge

By Ted Bardacke in Bangkok

Most of the 16 ailing Thai finance companies whose operations were suspended by the central bank last month are unlikely to announce friendly merger plans by today's deadline, and face being forcibly absorbed by their healthy competitors, finance industry executives said yester-

will be a big step in consolidating the country's financial sector, which analysts say must be cleaned up quickly, to prevent a financial crisis in the wake of last week's de facto devaluation of the Thai baht.

The central bank had been propping up these companies by giving them emergency injections of liquidity but that proved expensive. The financial authorities now place higher priority on marshalling enough resources to make sure healthy Thai com-

foreign loans falling due in policy. the next 12 months

About half the suspended companies were expected to announce that foreign financial institutions have signed conditional letters of interest, an executive at one of the suspended companies said. But the Bank of Thailand was apparently taking a hard line and may require that a full memorandum of understanding be signed, 2 near impossibility given the short time involved.

Also, resistance has come from the Bank of Thailand and the Securities and Exchange Commission to letting the ailing companies separate their securities businesses, which are generally healthier than their finance lending operations, and selling them off sepa-

"There may be a hidden executive said.

to pay back at least \$40bn in Thailand's stance was good

While generally applauding tough measures to clean up the financial system. there is worry over the scheme because foreign creditors will be hurt at a time when Thailand needs their goodwill to roll over their existing credit lines to other finance companies.

Paribas Asia Equity estimates that \$6bn in foreign credit lines is outstanding to the finance sector. Most of these lines have a duration of no longer than 366 days. If the 16 companies are

unable to come up with their own merger plans, they will be incorporated into one of five healthy finance groups, which will take over the companies' good assets and assume responsibility for their promissory notes. mostly held by Thais.

The companies will then be left with bad assets and

# Philippines raises key borrowing rate to 32%

The Philippine peso has been weathering intense speculative pressure since Thailand announced its managed float of the baht

So far, the central bank has used a combination of punitively high overnight borrowing rates and direct intervention to ward off the attacks. But with reserves which are low by regional standards, analysts say it is using interest rates to defend the currency.

In another day of relaat 26,401.

Mr Noel Reyes, vice-presi-Securities, estimates the "They said they would go tral bank's international are their weakest armament. This represents less than able."

The Malaysian currency recovered against the dollar yesterday without interven-tion from the central bank but helped by a rise in local interbank rates, after a week under pressure following the floating of the baht last week, Asif Huda reports from Kuala Lumpur.

to the dollar compared with 2.50 on Wednesday. On the money market, the Kuala Lumpur interbank offered rate one-month rose to 9 per cent from 8 per cent while three-month shot up to 8.60 per cent from 7.94 per cent, after a warning from the central bank governor that rates would have to rise.

he says. His estimates do not include the bank's activity during trading on Wednesday, which at \$1.01bn was the second highest volume tively heavy trading, the dol- ever, and which traders said

recent defence of the peso full blast with all their has brought down the cen- arsenal but the dollar sales reserves from \$10.96bn on Next is high interest rates, June 20 to below \$10.5bn. but that's just not sustain-

tral bank's overnight borrowing rates, which are now at more than double their level since the Thai crisis started, is already beginning to take its toll on the econ-Far East Bank, a leading

local bank, has now raised its prime lending rate to 16-17 per cent from 13-14 per cent last week; other commercial banks are moving in the same direction. In particular, the interest

deliver a serious blow to property groups in the pre-sales market, which relies heavily on credit fin-

The fall-out from Bangkok has also exacted a keen price on the local stock market. Yesterday, it lost another 3 per cent, taking the total fall since the baht float to more than 9 per cent. "Export competitiveness

would undoubtedly be "They're rapidly losing would be at the expense of omy for Hong Kong; free and hearing in a lower court. dent of Anscor Hagedorn ammunition," Mr Reyes said. the already deteriorating fair elections to replace the asset quality of the banking provisional legislature would head of research at Indosuez | commitments. W.L. Carr.

"We have to assume that where the baht goes, the peso, kicking and screaming, must surely follow."

# India's part on the internet

Number of hosts

Singapore

Number of users

UK

Chine

China

UK

India's netsurfing community could swiftly blossom sevenfold to 200,000 if the government approves new proposals to permit priassociation says.

The Delhi-based National Association of Software and Service Companies (Nasscom) believes at least 150 Indian and foreign companies are getting ready to compete with the present sole public provider, which would lower the cost of internet access.

India's Telecom Commission, the responsible government department, this week recommended liberalising the provision of internet services, at present available to private Indian users only through VSNL, the state-run international telecoms com-

Software and infotech only cabinet approval. the move. "It's promising. It signals that the people who make these decisions have begun to realise the importance of data networks in India," said Mr Ravi Mar-

waha, managing director of

Tisl, the Tata-IBM informa-

regarded as a formality, and would allow private telecoms and high-technology companies to provide their own internet access pack-Such Internet Service Pro-

The move now requires

viders (ISPs) would, how-

through the VSNL 'gate-way'. Whether VSNL would research indicated there charge such ISPs licence fees for its use remains under

Aside from government and academic users in India approved within two supplied with internet access by government agencies. VSNL has notched up 28,000 private subscribers there since introducing internet access in late 1995.

increased server capacity last year, users in India's main cities complain of chronic difficulties in accessing the services during business hours. This difficulty is one measure of latent demand for new ISPs. In another, research by

Nasscom in 50 cities this year estimated total present demand for internet services to be 200,000 users, and this is seen rising to 1.5m-2m users by 2000.

Mr Dewang Mehta, Nass-

all their internet services com's executive director would also be an immediate response from private Indian and foreign infotech compamonths, you'd have at least

150 ISPs right away."

User costs would fall from the flat rate of Rs30 (83 cents) an hour charged by However, though VSNL for unlimited access. More-VSNL to just Rs500 a month over, Mr Mehta declared, liberalisation was an essential nutrient for India's software industry, which grew 60 per cent last year and made total sales of \$1.8bn as India's fastest growing export earner.

> A Nasscom study of 400 Indian software houses showed that 255 had internet access, failing available connections. Mr Mehta said "We believe a software com pany can't survive today

### agenda here and that is to close the companies," the liabilities, which in most Analysts were divided than shareholder equity. By John Ridding

By Justin Marozzi in Manila

The Philippine central bank yesterday lifted its key overnight borrowing rate from 30 to 32 per cent, the latest move in its defence of the peso, as analysts predicted that it would soon opt for less intervention on the open

nine days ago.

The ringgit closed at 2.49

ther \$630m.

The steep rise in the cen-

# **US** stresses doubts over new HK laws

In Hong Kong

The US has stressed its grave reservations about new laws passed by Hong Kong's post-colonial legislature and its doubts about changes to electoral rules for polls planned for next year, State Department officials said yesterday.

Speaking after the Beijingbacked legislature passed laws on Wednesday enabling the deportation of children who immigrate illegally from China, a spokesman said: "There is always going to be a question about these laws, as long as there is not rate rises are expected to a democratically elected legislature in place."

> The comments underlined US opposition to the provisional legislature, which replaced the elected chamber after the territory's return to Chinese sovereignty last week. It also reflects US scrutiny of post-colonial Hong Kong and the territory's emergence as an issue in Sino-US relations.

Mrs Madeleine Albright, sector," says Mr Chris Hunt, be seen as a test of China's

announced reforms to eleccame under fire from the ter-

ritory's pro-democracy forces. They claimed their presence in the legislature would be reduced by proportional representation and the narrowing of electoral college franchises.

The State Department said it saw "no justification" for changes in the poll process. Beijing brushed off the criticism, saying it would have no effect on the opera-

tion of the provisional legislature or arrangements for the 1998 elections. A spokesman for Mr Tung Chee-hwa, Hong Kong's new leader, said the provisional legislature had a sound legal basis. In an attempt to remove

uncertainty created by legal challenges to the provisional legislature, the new adminis tration has pushed for a rapid hearing of a test case due to go before the court of appeal. Officials at the Justice Department said yesterday a landmark case on the issue was now set for July 22, rather than a week later.

The challenge to the legitimacy of the provisional legislature, which raises the US secretary of state, said—threat of a constitutional crilar gained a fraction, to close cost the central bank a fur- enhanced if the peso should last week Beijing must sis should it succeed. has devalue, but clearly this uphold its promises of auton- arisen out of a corruption Defence lawyers argued

their clients could not be tried because the charges they face ceased to exist Earlier this week, Hong after transfer of sovereignty. Kong's new administration The government is expected to be represented in the case toral arrangements, which by Mr Daniel Fung, solicitor-

# Wheel of fortune spins in favour of Dr Ho

By John Ridding

The big winner at Macao's gaming tables was revealed yesterday when the casino monopoly controlled by Dr Stanley Ho announced net profits of 4.63bn patacas (\$579m) for 1996, the first time it has ever disclosed results.

The size of the profit at Sociedade de Turismo e Diversoes de Macau (STDM) underlines the territory's role as the Las Vegas of southern China. It shows gambling's importance to the Portuguese enclave, due to return to Chinese rule at the end of 1999.

Dr Ho, who founded STDM 35 years ago, says gambling taxes account for almost half of government revenues. His company is Macao's biggest employer, with some 10,000 staff.

nos it controls, and stakes in the territory's Jockey Club and greybound track. STDM also holds significant shares in many of the enclave's hotels, infrastructure projects and property developments.

An accord reached last

month between Lisbon and Beijing confirmed that STDM will retain control of the gambling monopoly until it expires in 2001. Dr Ho. who retains an unspecified stake in STDM, is confident the gambling monopoly will be maintained after that date.

Despite the huge sums taken at the tables, STDM described 1996 as a difficult year. "1996 was not very good for the economy of the region," the company said. "We hope 1997 and the following years will be more

Macao's economy has been hit by a property slump. triggered by a construction boom funded partly by mainland money. More than 30,000 apartments stand empty, about one for every 15 residents.

The enclave, and its tourist industry, have also been confronted by an outbreak of violence as Triad gangs battle for loan-sharking and protection rackets. Dr Ho says the gang wars have not spilled into the casinos, and punters from Hong Kong, just one hour away by his high-speed ietfoils, have not been deterred.

Officials say they are stepping up security and toughening laws. But, they add. the territory continues to draw an increasing number

### **COMMERCIAL PROPERTY**

# Aden Free Zone

Yemen Investment and Development International Ltd. (Yeminvest) is pleased to announce the start-up of the Aden Industrial and Warehouse Estate (Al&WE).

■ Located in the Aden Free Zone in close proximity to the new container terminal. 1550 hectares of industrial land will be developed in line with customer demand.

■ Prospective tenants are requested to register their details with Yeminvest before

■ Priority for first tranche site allocation and leases will be given to pre-registered applicants in the following areas; industrial warehousing, distribution, manufacturing and associated services.

Contact: Mr Phil Thome (Yeminvest)

Vice-President, Marketing

Dubai:

Aden:

PO Box 31436, UAE., Tel: +971-4-373759 Fax: +971-4-370682 PO Box 4165, Yemen, Tel: +967-2-234789 Fax: +967-2-234790

## SPAIN MARBELLA LAND 6184M<sup>2</sup>

Prime site in exclusive area within the golden mile between Marbella and Puerto Banus uninterrupted views of sea. Planning for 1000 built villa with plot for another villa or divided into 3 plots. For 3 villas.

Tel/Fax Direct to owner +(34) 5 2860770



Bırmıngham Baskerville House, Broad Street, Burmingham B1 2NF Fax: 0121 235 2622. DAGENHAM ESSEX

Locate in

LEASEHOLD Modern Distribution/Production bldg. 6705m<sup>2</sup> (72.171s.f.) Tail dock loading. Tel: 01708 766733

BLACKBUSHE - near Camberley Brand new industrial let to good covenant, 15 years without break £48,142 pa. Otters around £600,000. Details 01895 621-051.

# **CORPORATE OPPORTUNITY**

beachfront of Costa del Sol, with beach, pools, tennis, paddle tennis, windsurfing, security, fully furnished, marble floors-baths, satellite TV, a/c, meticulously maintained, management and maid service. 20 minutes to

Valderama Golf-Ryder Cup '97 and numerous other courses. Privacy supreme. Paradise-like views. Daily maintained corporate Jaguar sedan included. Direct from corporate owner. £232,000.

Tel: 34 08 651 799

Property And reach 52,000 property decision makers. Please contact:

Tel: +44 171 873 3252

Fax: 34 5 288 5604 To advertise your

# **Philippine SEC** checks rumours

The Philippine Securities and Exchange Commission (SEC) is looking into allegations that the chairman of the Philippine Stock Exchange has been involved in insider dealing and other practices which break the regulator's

The move comes after rumours in the market that Mr Wilson Sy had been trading in shares of companies of

ahead with the probel, then we will investigate Mr Sy. Mr Sy sits on a handful of boards of listed companies, has interests in two other brokerages and runs a mutual fund which last year yielded a 58 per cent return, more than three times its nearest competitor's. He was not

# available for comment last night. Justin Marazzi, Manila

A leading indicator of Japanese private-sector capital expenditure showed strong growth in May, but

expectations, after a 7.2 per cent rise in April and a 12.7 per cent drop in March. Unadjusted, the figures showed an 8.8 per cent increase year-on-year. Orders were particularly strong in the steel, non-ferrous metal and electric machinery industry.

### still on a downwards path." Bethan Hutton, Tokyo

The highest ranking North Korean ever to defect rejected reforms and was planning instead a quick

Mr Hwang's assertion contradicted recent reports that North Korea was preparing to open further to foreign investment and might appoint a top economic reformer as John Burton, Seoul prime minister.

# Asean risking splits in Cambodia crisis

he decision by the Association of South East Asian Nations (Asean) to postpone Cambodia's planned membership and to lead an effort to help restore the country's coalition government launches what is likely to be another protracted international push to bring peace to a nation which has known nothing but war and insta-

bility for three decades.

bodia on the back-burner. It is also a boost to Prince Ranariddh's efforts to bring the UN around to his side, despite the impression that some in the international community are willing to write off the nearly \$3bn in international aid poured into the country over the last six in the internal affairs of

"True, some people are tiring of the Cambodia mess and just want to let it disintegrate on its own," said one Asian diplomat. "But too much money has been invested, and with Asean looking like it's going to everybody else has nothing to lose by supporting that."



save face after a controversial decision in late May to into the association despite objections that it was underunstable and objectionable regimes into its ranks.

for Asean," said one longtime Asean observer. "But if they can solve it, it doesn't become an embarrassment." But the group will have to step outside its self-imposed bounds of non-interference find a solution to Cambodia's newest crisis.

And that may lead to divisions that did not exist when Asean last interfered in Cambodia's internal affairs a decade ago. Then, neither Vietnam nor Laos, which take an active role again, together propped up Mr Hun Sen from 1979 to 1991, nor Burma, which has cultivated Whereas Asean's efforts in a close relationship with him the 1980s to end the Cambo- over the past two years, was

or will be, only junior memand historic ties to the roy-

alists led by Prince Ranariddh, has a big stake in making sure there is a nego-

"Either way we'll be in a ter-But military analysts say

Prince Ranariddh will have a "It's certainly a problem more difficult time organising armed resistance to the government of Mr Hun Sen because his financial, logistical and military backers within Cambodia, Asia and the west are unlikely to resume large-scale aid now that the strategic impetus of other countries in trying to the cold war has disappeared. That may make his diplomatic efforts lack

> "If Ranariddh thinks he can resume the 1980s guerrilla war he is roundly mistaken," said Mr Robert Karniol, Asia-Pacific editor of the military analysis magazine Jane's Defence Weekly. "A lot has changed since

> > Ted Bardacke

three months' import cover. ASIA-PACIFIC NEWS DIGEST

which he is a director. Mr Perfecto Yasay, SEC chairman, emphasised that the move did not represent an investigation of Mr Sy. "Although these are mere rumours and innuendos, the commission decided to

investigate because if we don't then the innocent may not be adequately protected." he said. "If there is basis [to go

Warning on Japanese orders economists warned that the trend might not be upwards. Seasonally adjusted core machinery orders jumped 12.9 per cent in May from a month earlier, well above

Non-manufacturing sectors also placed large orders, but public sector orders were down 1.2 per cent on the month. Mr Richard Jerram, economist at ING Barings in Tokyo, said: "If we look at the trend lines, then both series are

# N Korea 'preparing for war'

yesterday said that Pyongyang was preparing for war, but conceded he had no proof that it had nuclear weapons. Mr Hwang Jang-yop, who defected in February, claimed that Mr Kim Jong-il, the North Korean leader, had invasion of South Korea as the only escape from the severe economic problems besetting Pyongyang.

Asean's decision comes after Mr Hun Sen, the "second co-prime minister, ousted the "first" prime minister, Prince Norodom Ranariddh, in a series of violent military manoeuvres this week. Asean continues to recognise Prince Ranariddb let Cambodia and Burma as a co-premier and is consulting King Norodom Sihanouk. The aim is to make mining its own international sure that China, Japan and reputation by letting such rible position." the west do not put Cam-

years as a loss and pack up.

dian civil war were born out an Asean member. of strategic concerns, the



Still, those countries are,

bers and cannot stand up to the likes of Singapore, which fears any kind of instability in the region, or Indonesia which put so much effort into drawing up the 1991 peace accords. Thailand in particular, with a porous land border

tiated settlement. If there is a return to civil war, "one way or another we will be involved either by supporting the royalists or putting obstacles in the way of supplying the royalists,' said Mr Sukhumbhand Paribatra, a member of Thailand's parliamentary committee on foreign affairs.

enough punch in the long

Outstanding two-bedroom, two bath apartment on

Commercial

Tina McGorman

Fax: +44 171 873 3098

# Beijing opera comes to cynical Washington

s an accomplished Hollywood actor, Mr Fred Thompson inderstands the importance of timing in delivering his lines. On Tuesday, the man who is now chairman of the Senate's governmental affairs committee demonstrated he had forgotten nothing of his former trade when he opened hearings into allegations of campaign finance abuses.

In a dramatic flourish, he kicked off with a bold and unexpected claim that his committee's investigators had uncovered firm evidence that the Chinese government had sought to buy influence illegally in last year's congressional and presidential

The allegation was a theatrical masterstroke. It seemed to breathe new life into the flagging campaign finance

What began at the end of last year with some potentially deeply embarrassing revelations about the fund-

ally taken on all the drab appearance of a familiar official Washington scandal bewilderingly complex, senator's claim that he had increasingly obscure, and of no interest to anyone outside the District of Columbia.

Mr Thompson's bombshell was intended to alter that impression. Though it was left unsaid, behind the Republican senator's general allegation was the implication that the White House might have been bought by Beijing, a claim that would make Watergate and subsequent affairs pale by comparison. But as the committee continued its hearings in the wake of the allegations, politicians were left wondering whether there was any substance at all behind the

theatrics. The central claim first surfaced a few months ago. "High-level Chinese govern-ment officials", concerned at the growth of anti-China opinion in Washington, according to Mr Thompson, channelled money covertly into the US last year, buying raising activities of Presi- influence by contributing to only be given on the condi-

dent Bill Clinton's election the campaigns of unnamed campaign team, has gradu- members of Congress and presidential candidates.

But while the allegations have been made before, the evidence to back them up

Mr Thompson declined to publish the evidence, and immediately drew a cynical response from Democrats, some of whom claimed they had seen the same evidence, and found it uninformative. "I thought he went a little further than I would choose to go with what I know, and I think I know as much as anybody else," said Sen John Glenn, the leading Democrat

on the committee.

Mr Glenn may also have been unhappy that Mr Thompson's coup de théâtre upstaged his own piece of drama. This was the announcement that the central figure in the campaign finance story, Mr John Huang, an Asian-American businessman who raised millions for Mr Clinton's re-election campaign, had agreed to testify before the committee. But his testimony would



Senator Fred Thompson: dramatic timing

tion that he receive limited immunity from prosecution, a concession the Justice Department seems reluctant

Democrats say the only firm evidence reported to the committee on the China connection refers to an entirely legal, if somewhat clumsy,

to improve its profile in Washington through proper channels - such as extra diplomatic activity, and increased hiring of Washington lobbyists.

Mr Robert Torricelli, another member of the committee was heavily critical. "For a large man, Senator Thomson has crawled out on a very narrow limb, and it's a long way back. I was very surprised by his statement," he said.

For the White House, Mr. Sandy Berger, the national security adviser, was more circumspect, "There are a range of allegations and while they are under investigation by competent law enforcement authorities we're not in a position to either reach a conclusion or to comment on them," he

But privately, administration officials were reported to be annoyed by Mr Thompson's remarks.

He was said to have exaggerated information given him in classified briefings from intelligence and law enforcement official.

behind the allegations was a high-risk and partisan gamble aimed at lifting the committee's proceedings above the popular cynicism about

political funding. Since the revelations about President Clinton's dubious fund-raising techniques first surfaced late last year Democrats have done a good job of demonstrating that such improprieties are not the exclusive preserve of

their party.
Republicans have clearly been guilty of equally improper behaviour, rising money from dubious sources in Hong Kong and else-

By alleging something far more egregious - that the White House's obsession with funding made it wittingly or unwittingly the tool of a foreign power Republicans hope to regain the political initia-

For them to succeed, Mr Thompson and his colleagues will need to demonstrate soon that there is more to their allegations than mere theatrics.

# PRI shake-up

By Daniel Dombey in Mexico City

Mexico's ruling Institutional Revolutionary Party (PRI), recling from the worst electoral losses in its history, plans to respond to its defeat with a big internal shake-up, a top party official said vesterday. We cannot have democ

racy on the outside, with fair elections, without having democracy within the party," said Mr Estéban Moctezuma, the PRI's technical secretary and one of the leading modernisers within the party.

The PRI's leader. Mr Humberto Roque Villanueva, is not expected to remain in his post much longer. Final results have yet to be announced, but PRI leaders acknowledged that for

the first time since it was founded 68 years ago the party had lost its absolute majority in the lower house of Congress. PRI officials said the party probably won 236 seats of the Chamber of Dep-

uties' 500 seats. The party also lost at least two governorships and the mayoralty of Mexico City, as voters switched to the opposition ships and corruption.

In the past the PRI has operated more as a patronage organisation guided by the president of the day than a political party. But Mr Moctezuma said that, under his proposals, the party would democratise itself, holding primarles for party nominations to elected office. It would also distinguish its policies from those of the president, while supporting general principles such as economic liberalisa

It is unclear how much of the party bierarchy will support such changes, particularly because the PRI performed best in the poorer southern states where the old party machine domi-

# Million lives disrupted by Colombian violence

by violence in the past 12 years, but only in the past year have sudden mass migrations of thousands at a time highlighted the internal refugee problem.

Families who have walked for a month along tracks through norside coastal towns, after abandoning their houses and crops armed group. because of threats and killings.

rilla and paramilitary conflict. ple is enough to send families The authorities estimate guerrillas operate in more than half Colombia's municipalities, while paramilitary and self-defence groups have expanded into more than a third of them.

As the violence spreads from the north-western region of Uraba were displaced; those people don't to new areas, so the number of report their situation to anyone, internal refugees increases. A so it is difficult to calculate the

people were displaced last year. The battle for territorial control

between the military, the guerrillas and the paramilitary puts peasants, indians and other civilians in the crossfire. Peasants forced into collaboration by one th-western forests are camped out- side may be murdered or have their homes burned by another Often the circulation of "black-

Displacement patterns are lists" of names following the kill-closely related to areas of guering of several people as an examfleeing with whatever they can carry. Some 5,000 have left small towns in the south of Bolivar Department in the past few months, converting such places as El Salao into ghost villages.

"In the past, individual families

early a million Colom-blans have been displaced by violence in the rock 19 said Mr Juan Manuel Bustillo of and personnel are limited. the Support Group for Displaced People. "These new emigrations are part of the paramilitary strategy; threats are made and whole

villages abandoned.

Apart from a group of about 300 refugees who fled over the Darien border to Panama, most people do not move far. But distance makes no difference to disruption. One "One of the main points of the study showed 69 per cent had

nises the problem, but resources

As violence spreads, so the number of internal refugees increases

proposed law is to freeze land houses and 40 per cent were prices." The new law, which has passed Congress and now awaits presidential signature, is important, says Mr Bustillo, because it would generate longer-term state policies for dealing with internal refugees. The government recog-

ownership in such areas so the employed in agriculture before land can't just be taken over or leaving home. Afterwards, the bought at ridiculously cheap majority lived in slums and a third worked as street sellers or had no job.

"The worst aspect is the breaking up of the social fabric, particularly as community leaders are often involved," said Ms Fanny to the land than displaced fami-Uribe, a sociologist,

We are seeing new forms of ement now. Within Bogota and Medellin, families are forced to move from one neighbourhood to another, because of 'social cleansing groups."

Non-government organisations are actively promoting resettlement programmes but the internal refugees are frequently rejected by communities that already have employment, housing and service problems, on the grounds that the newcomers may he a burden or cause trouble. Some peasant leaders are pursued as far as Bogotá or Medellin by the paramilitary.

One group of 30 families was allotted farmland in Cundinamarca Department by the state agrarian reform agency only to have it invaded by local peasants who claimed they had more right

ing displacement are bleak: the guerrilla movements have been smuggling in weapons and may have up to 15,000 combatants now. Paramilitary units are growing stronger as officially recognised self-defence co-operatives known as Convivir also arm and become embroiled in the domestic war. "Public order" zones where the

Immediate prospects for reduc-

Colombian military have special powers similar to state of siege have been extended to cover large parts of the northwest and the southeast of the country. Attempts by Congress, the pri-

vate sector and the government to tion and free trade. revive peace talks have met a definitive "No" from the biggest guerrilla movement, the revolutionary armed forces of Colombia. The Colombian military seems

Sarita Kendall nates

Wille Serv

entral ba



# **SPOT THE REFUGEE**

There he is. Fourth row, second from the left. The one with the moustache. Obvious really.

Maybe not. The unsavoury-looking character you're looking at is more likely to be your average neighbourhood slob with a grubby vest and a weekend's stubble on his chin.

And the real refugee could just as easily be the clean-cut fellow on his left. You see, refugees are just like you and me.

Except for one thing.

Everything they once had has been left behind. Home, family, possessions, all gone. They have nothing.

And nothing is all they'll ever have unless we all extend a helping hand. We know you can't give them back the things that others have taken away.



We're not even asking for money (though every cent certainly helps). But we are asking that you keep an open mind. And a smile of welcome.

It may not seem much. But to a refugee it can mean everything. UNHCR is a strictly humanitarian

organization funded only by voluntary contributions. Currently it is responsible for more than 19 million refugees around the world. **UNHCR Public Information** 

1211 Geneva 2, Switzerland

P.O. Box 2500

# NBC rejects TV action plan

By Mark Suzman in Washington

The US government has taken steps to provide further protection for children from unsavoury television programmes by agreeing a most big networks and cable stations.

The system will require about content ranging from possible sexual innuendo in dialogue to violence by car-

held yesterday Vice-President Al Gore hailed the deal, calling it a victory for fami-

The voluntary agreement, which substantially toughens a six-month-old experimental rating system, immediately ran into difficulties when NBC, one of the big more detailed information networks, said it would not filing a law suit against the

also help ease the fiscal cri-

ments, some of which have

to pay nearly 100 per cent of

of Alagoas, many state

employees have not been

paid for several months and

the federal government has

been forced to intervene in

its administration. The

police have gone on strike in

two other states demanding

service bill could amount to

the equivalent of 1 per cent

The benefits are not expec-

ted to come through immedi-

ately as politicians are

unlikely to lay off large

numbers of workers in the

run-up to next year's elec-

President Fernando Hen-

rique Cardoso said this week

the bill would "allow the

state to stimulate a level of

service compatible with the

Changes to the constitu-tion, such as the civil service

reform bill, require a three-

fifths majority in two sepa-

house and the Senate. In

addition, the opposition can

propose a number of amend-

ments to the bill, which

must also be defeated by

tion, are the central parts of rate votes in both the lower

of gross domestic product.

Economists estimate that

mues in wages. In the north-eastern state

adhere to the new provi-

"There is no place for govwhat people watch on television." it said. Actors and directors also

oppose the agreement, citing concerns about free speech. The Screen Actors Guild and Directors Guild of America have said they may consider new ratings.

toon characters. At a White "capitulated" to political and deal, said it provided key House signing ceremony special interest pressures. protection for families concerned about the effects of ernment involvement in television. "I think this is a great victory for parents," he said.

In terms of the new agree ment from October 1, the existing ratings will be supplemented by the letters "V". "S" and "L", referring to violence, sex and offensive language, which will be flashed on the screen for 15 seconds But Senator John McCain, at the beginning of every NBC said the industry had one of the architects of the programme.

# Brasília wins crucial vote on budget cut

By Geoff Dyer in Brasilia

The Brazilian government sis of many state governhas won a narrow but crucial victory in its long-running battle to cut its budget

The lower house of Congress rejected an opposition amendment which would have struck down an article in the bill which allows the government to sack incompetent workers and to lay off workers if payroll expenses exceeded 60 per cent of reve-

Economists estimate that the savings from the civil this article accounts for twothirds of the potential savings from the hill.

The government mustered 309 votes against the amendment late on Wednesday evening, one more than was needed to defeat it.

Government whips had delayed voting on this vital amendment for two months, fearing that they would not get sufficient support in Con-However, before the bill is

passed, it must be voted on again in the lower house and sacrifice made by tax-payin the Senate. The civil service bill and a bill to restructure the social security system, both involving changes to the constitu-

the government's strategy to

reduce its fiscal deficit. This deficit was 6 per cent of gross domestic product last year and is the biggest threat to the government's three-fifths majority if it is anti-inflation policy.

# The Seoul Asia Index Trust

**International Depositary Receipts Evidencing Certificates In respect of** 1,000 Units in the Trust

NOTICE IS HEREBY GIVEN to Unitholders that The Seoul Asia Index Trust, managed by Citizens Investment Trust Management & Securities Co, Ltd., Seoul has declared a dividend of Won 24,000 per IDR of 1,000

units, payable on or after June 23, 1997. Payment of Coupon No. 7 of the International Depositary Receipts will be made on or after June 23, 1997 against presentation of the Coupons to the Depositary or to one of the Depositary Agents listed below (In the case of Holders of bearer IDRs), or (in the case of registered IDRs) to holders that the Depositary is satisfied were on the Register on the Record Date March 31, 1997.

> Chase Manhattan Bank Luxembourg S.A. 5 Rue Plaetis, Luxembourg Grund, L-2338 Luxembourg

> > DEPOSITARY AGENTS

The Chase Manhattan Bank 9 Thomas More Street London E19YT

Chase Plaza 34-35 Chung-dong Choong-ku, Secul Republic of Korea

Corporate Trust Administration 4 Chase Metrotech Center, 3rd Floor, Brooklyn, New York 11245, U.S.A. Chase Manhattan Bank (Switzerland) 63 Rue du Rihône, CH-1204 Geneva, Switze

The amount of dollars payable in respect of coupons presented to an Agent of the Depositary by the close of business on March 31, 2002 to the Holders shall be the net proceeds of the sale of the amount of Won for US dollars at the prevailing telegraphic transfer selling rate of US dollars for Won as quoted by a foreign exchange bank in Korea on the day on which the relevant transfer is made.

The dividend proceeds will be distributed to IDR holders in proportion to their respective entitlement and effer the deduction of all taxes and fees, charges, dufies and expenses of the Depositary.

All Certificate holders are required to submit the name and address of a bank in New York and a US dollar account number for payment, or an bank in New York and a US dollar account number for payment, or an address for which payment should be sent by US dollar cheque. All holders residing in a country having a double taxation treaty with the Republic of Korea may obtain payment at a lower rate of Korean non-resident withholding tax, on condition they lumish to either the Depositary or one of the designated Depositary Agents a Certificate showing their residence, together with a copy of the Certificate of incorporation, or, for Individuels, a copy of their passport. These documents are required by the Korean National Tax Administration Office as evidence of residences.

Office as evidence of residence. Without such proof of residence, the full tax rate of 27.50 per cent. Korean non-resident withholding tax will be retained. All documents should be submitted to the Depositary or a Depositary Agent by March 31, 2002.

#5 Depostary

مكنا س الاحل

the Carlot of the Carlot

The second section is a

Maria Control

"原"

#45 tg ....

r †⊈ oraș

Free said and Be Marie

Tree 3

 $E^{(n)}(\overline{\partial}\Omega_{(n)}(\omega))$ 

(4-5,2<u>5,112)</u>

**₽** \*\*:

🕦 - 🚒 Sub- L 🖰

Section 1999

المناطق يعين

المعادرة المتفرية والموادي

्रकृष्णि राष्ट्रण

material females on

Somma Anna Index Ind

windfaces Deposited State

water the control of the second

And the second s

Tripped March 2000 Barrier of Britain St.

Carried Control of State 5

Super Super Super Super

Charles Marie at the State of the Control of the Co

See and the second seco

an an

fra China

Fees charged by accountants and lawyers handling the receivership personal estate of the late of the personal estate or publisher Robert Maxwell were condemned as "shameful" by a terday. He made the criticism because the fees would swallow virtually all the assets recovered. Although £1,672,500 (\$2,820,600) has been realised by the receivers,

the bills submitted by accountants

Nabarro Nathanson total Buchler Phillips, said afterwards: creditors. Mr Justice Ferris said estate and the affairs surrounding the figures were "profoundly the business empire of the late shocking". He continued: "I find it Robert Maxwell was one of the shameful that a court receivership most complex undertaken this cen-

should produce this result." In an unprecedented move, he ordered a review of Buchler in good faith to investigate the Phillips' costs of about £923,000 by identity and whereabouts of assets the court's "taxing master", an the funds eventually left to the official who normally examines estate proved to be minimal". lawyers' bills. This is the first occasion when he has examined

Nabarro Nathanson, whose fees bad faith but said the case had

£1,628,572, leaving just £43,928 for "The winding up of the Maxwell been speculation about his per- Phillips, he said. sonal fortune which had to be

yers and accomitants were subject to few controls.

could expect to be paid more than totalled £705,000, denied acting in public servants, the £49 per hour strongly agree that our renumeracharged by the Official Receiver tion should reward value - not Mr Peter Phillips, chairman of been highly complex. After the compared "risibly" with the £270 just indemnify cost."

He was "greatly troubled" by investigated, a spokesman said. the size of the Nabarro Nathanson The judge said there had been bill. "These inevitably raise quesconsiderable recent concern about tions in my mind as to the necestury to identify and track down the high level of professional fees: sity of using the services of solucions. Despite considerable efforts in insolvency and receivership tors to such a great extent and as cases and a perception that law- to the solicitors rates of charging."

. The judge's comments were welcomed by the Society of Practitio-While private sector accountants ners of Insolvency. Mr Brendan Guilfoyle, president, said: "We

### UK NEWS DIGEST

# BA rivals put on extra flights

Rivals of British Airways are putting on more special flights from London during the three-day strike by many

Air France, which provided an extra flight from Heathrow to Paris Charles de Gaulle on Wednesday, said it was adding two more flights today to its 11 daily services. The two 94-seater aircraft would add 200 passengers to its usual daily capacity of 1.500. It said yesterday: "If we could have put on extra flights today, we would have."

British Midland has added extra flights to Frankfurt, Glasgow and Edinburgh. American Airlines said that it had experienced heavy demand for an extra daily flight from Heathrow to New York from Thursday to Saturday. Yesterday's additional flight had sold out as soon as it had been made available. Virgin Atlantic said it had man aged to add an extra flight today from Heathrow to New

Easyjet, the low-cost airline which flies from Luton, to the north of London, to destinations including Glasgow. Edinburgh and Amsterdam, said bookings were up 30 per cent on their usual level for this time of year.

Hogg Robinson, the business travel agent, said that it had started booking business travellers on alternative llights from last Thursday. But available airlines were Scheherozode Daneshkhu, London Editorial comment, Page 21

### **■ CANTRADE HEARING**

### Three for trial on fraud charges

All three men said to be at the centre of an alleged \$27m currency dealing fraud have been committed for trial at the Royal Court in the island of Jersey. After proceedings lasting nearly two weeks, during which investors flew from around the world to give evidence of their losses, magistrate Mr Bob Day announced yesterday that there was a prima facie case to answer on all charges against former Touche Ross partner Mr Alfred Williams, and Mr Peter Stoneman, a senior manager with

UBS's Jersey subsidiary, Cantrade Private Bank. Independent trader Mr Robert Young, who carried out the currency deals through Cantrade that are alleged to have lost investors \$27m, has already been remanded for trial. Mr Young and Mr Stoneman deny the charges while Mr Williams has reserved his plea. Cantrade itself faces 33 fraud charges in Jersey, the largest of the Channel Islands between England and France.

### PROPERTY UNIT TRUST

### Tax changes hit joint venture

Tax changes in last month's UK Budget have ended attempts to set up a new type of fund allowing pension schemes to invest easily in property. Property investment manager Dusco said it and joint venture partner, pension fund manager Hermes, would no longer launch the first listed property unit trust this month as originally

The trust was expected to have been the first of a number of similar funds which would have created a UK equivalent of the US's highly successful real estate invest nent trust sector, which is worth around \$90bn.

However, Budget reforms mean, that pension funds would no longer be able to reclaim 25 per cent of net rents paid through an authorised unit trust, said Mr Richard Bernays, a consultant to Dusco. This puts the trusts at a relative disadvantage, he said, because pension schemes would still be able to invest in property directly, or through unauthorised trusts, and receive the full level of Jonathan Guthrie, London

## **■ FARMLAND**

## Price fall of 20% predicted

Agricultural land prices continued to rise in the first half of 1997 in spite of a worsening outlook for farm incomes, according to the latest survey by Savills, the estate agents. But the rise across the country was only 1.1 per

However, the firm predicted price falls of up to 20 per cent over the next two to three years. Mr Jim Ward, head of agricultural research at Savills, said: "Farmers are becoming increasingly nervous about the state of this market." He said there had been slight falls in values in eastern England and the Midlands, where arable farming Maggie Urru, London

The state of the s

# Central bank raises base rate to 6.75%

By Robert Chote and in London

The Bank of England, the UK central bank, raised interest rates for the third successive month yesterday, prompting business groups to blame Mr Gordon Brown, the chancellor of the exchequer, for letting consumers off too lightly in last week's Budget.

The Bank's monetary policy committee voted to raise base interest rates by a quarter of a percentage point to 6.75 per cent, the level since 1995. Economists level since 1985. Economic believe there are more rises to come as the Bank tries to forestall a consumer boom.

table consequence of a Buduse of fiscal measures to get which made inadequate subdue consumer demand," subdue consumer said Mr Ian Peters, deputy director-general of the Brit- chancellor gave the Bank ish Chambers of Commerce.

Mr Adair Turner, directorgeneral of the Confederation of British Industry, the coundence - notably the upward try's largest employers' lobby, said: "We would stress that further interest rate rises in the short-term would be unwelcome." He said sterling's strength was hurting exporters.

By John Gapper in London

British investors and

US methods for making pri-

vate bids and offers for large

blocks of shares over trading

The move towards brokers

messages to investors, offer-

shares, comes before the

introduction later this year

It could reduce the amount

of business in the public

"order-driven" market due to

be introduced on October

Although the signalling of

private bids and offers for

big blocks of shares was

expected by the London

alongside order-driven trad-

Datastream/ICV, the finan-

cial information company

that will supply trading

facilities to many brokers

and investors, is to

announce today that it is

including a facility for bro-

strongly encourage the prac- buy or sell.

Stock Exchange to exist

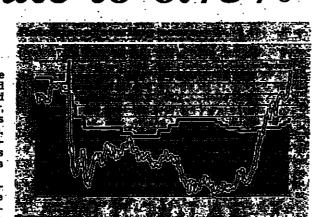
ing, the use of screens

instead of phones could

sending private electronic

ing to buy or sell blocks of

of electronic share trading.



DM2.956, down 1.4 piennigs from Wednesday's close. The monetary policy com-

mittee said it had raised rates because the economy long-term trend rate. The "operational independence"

"The latest month's evirevision of estimated output growth in the fourth quarter of 1996 and recent developments in monetary growth and retail sales - indicated that a further tightening of monetary policy was neces-The pound fell following sary, notwithstanding the the rate rise, which was in further appreciation of the

interest" to selected inves-

An "indication of interest"

or investor that another one

is offering to buy or sell a

big block of shares away

from the public order-driven

over public trading screens.

agreement reached between

AutEx, which is the leading

electronic network for indi-

cations of interest in the US,

and the financial informa-

tion company Reuters, for

AutEx data to be displayed

Large brokers are likely to

prefer the private signalling

of the fact that they hold

large blocks of shares. Any

public disclosure on order-

driven screens could move

prices against them before

they had the opportunity to

Exchange said yesterday it

was not worried by the

change to different methods

because all trading would

However, there could be

remain on the exchange.

kers to make "indications of order book become unrelia- respond electronically.

ny or sell. The London Stock

on Reuters screens.

The move follows an

market.

line with City analysts' exchange rate and the conexpectations. It closed at tractionary effects of the recent Budget," the committee said.

Mr Brown said in the House of Commons that the previous Conservative govcould not sustain continued ernment had "negligently growth at well above its failed to tackle" inflationary pressures in the economy. Mr Michael Saunders, at

Salomon Brothers, predicted to set interest rates in May. another quarter-point rise in rates next month. He added that 7.25 per cent rates, combined with a strong pound and tough budgetary plans, would slow the economy next year. But Mr Richard Jeffrey, at Charterhouse Bank, predicted 8 per cent base rates by the year end.

ble through a lack of liquid-

"upstairs" trading.

brokers.

The private signalling of

450 US institutions and 260

Mr Tony Booth, business

manager for AutEx in

Europe, said that London

brokers wanted to be able to

conduct business on private

networks, and to be able to

display to the market that

# not receive any government time in the House of Commons, seriously undermining its chances of becoming law. The bill to ban hunting with bounds, promoted by an MP of the governing Labour party, was one of the main targets of the 100,000-strong rally Brokers shift towards Minister urged to curb

As thousands of hunt supporters converged on London yesterday for a picturesque rally to

defend their sport, the government gave a firm indication that an anti-hunting bill would

By John Kampfner and George Parker in London

brokers are shifting towards is a message telling a broker bids and offers is widespread on the New York Stock Exchange as part of It is largely conducted using networks such as The trade is confirmed Autex, which has links to

to curb arms sales.

they were active dealers in Aerospace Hawk aircraft to particular shares. On taking office in May, Mr Cook immediately Because the exchange's trading screens will show all bids, offers and deals anonymously, large brokers will lose their ability to show their activity. Under the present system, marketmakers can display

prices under their name. The indications of interest given by brokers on ICV routed to the investors that they choose and displayed alongside the public orders. concern if prices on the Any investors will be able to

retrospective licences will be discussed in the review, but acknowledge the legal difficulties of reneging on any

agreement.

The review will establish new human rights criteria on determining arms sales an area about which the governing Labour party argues that the previous Conservative administration was negligent. But this will not include a blacklist of countries said to fall below the new standards set. Permission for each arms contract will be assessed on a case-by-

case basis. Mr Cook, in his meeting with Mr Horta, expressed concern about armed conflict involving Indonesian troops and rebels in East Timor. He promised to continue raising human rights issues with Mr All Alatas.

Indonesia's foreign minister. During an acrimonious meeting in Hong Kong, Mr Alatas warned that Indonesia would find other suppliers if Britain linked arms sales to "extraneous issues".

the previous government. exports to go ahead, on the Officials say the issue of grounds that there is no firm grounds that there is no firm been used for the purpose of

fall into that category.

istry said it was "very concerned" about the allegations that UK products further inquiries.

1980, and the order for a further 16 aircraft was placed with the company in 1996.

BAe was adamant there was no justification for halting the sale: "We have no

sial of recent years - from arguing for the Hawk rights protesters.

# action pla private screen deals arms sales to Indonesia

The government's pledge to inject a new moral dimension to British foreign policy came under pressure last night as Mr Robin Cook, foreign secretary, was urged by a leading East Timor activist

The meeting, the second in three months between Mr Cook and Mr Jose Ramos Horta, a Nobel Peace Prize winner for his human rights work, comes amid controversy over a planned shipment of a further 16 British

ordered a review of UK policy towards arms sales and human rights. The inquiry, which is being led by the Foreign Office, with defence ministry and trade and industry department input. is expected to be concluded

by the end of the month. The problem for ministers is that British Aerospace received an export licence to sell Hawks to Indonesia one of the most controver-

### evidence the aircraft has internal repression. Senior officials say minis-

ters would oppose the sale of any products which might obviously used for torture or repression by the Indonesian regime, but Hawks did not However the defence min-

might have been misused by the Indonesian regime, and that officials were making British Aerospace has already supplied 44 Hawk aircraft to Indonesia since

evidence whatsoever these aircraft have ever been used tion of East Timor." The BAe plant at Warton

in north-west England has been the scene of repeated Defence ministers are demonstrations by human

# Machine tool output set to fall

## By Peter Marsh in London

Britain is this year expected. to experience its first yearon-year fall in machine tool production since 1998, with a significantly worse performance than Spain, France, Italy and Germany. The second secon

According to Cecimo, the European machine tool industry trade association. output from the whole of the European industry will rise 2 per cent this year - with the UK seeing a fall in output mainly due to the effects of the strong pound.

Britain may see a fall in output of 3.2 per cent, while-Spain will experience a rise of 6.3 per cent, and France cast by Cecimo, the Euroan increase of 5.8 per cent. Italian output is expected to rise 2.1 per cent, with Germany turning out 1 per cent more tools than last year with all these changes mea-

sured in local currencies. A positive point for Britain is that - even with the strong pound - its export performance this year is

ing pound with low-cost, "no-frills" products designed for export markets,

Peter Marsh writes.
The UK division of USbased Cincinnati Milacron, which experts three quarters of its production, is forecasting a sales increase of 9 per cent this year in spite of the rise in sterling over the past 12 months.

The appreciation in the behind the expected 3.2 per tool output in the UK fore-

higher than that of most year. This comes after an 18 gins in the sector across other European countries. exports of machine tools will The strong export perforesales.

rise 3 per cent-this year to mance from the UK industry

tool maker is planning to pliers, many of which the headquarters outside Britain beat the effects of the soar company has encouraged to and which are geared to cut costs through new manufacturing methods and

machinery.
"We saw what was happening to sterling, and duction is estimated to come realised costomers were not from non-British-owned comgoing to pay any more for panies. our machines. We thought we had to do something." said Mr Malcolm Scarlett, Cincinnati's UK sales director.

Cincinnati is estimated to pound is the main factor be the biggest manufacturer of machine tools in the UK, cent reduction in machine shead of competitors such as Yamazaki Mazak of Japan and the 800 Group of Britain. Sales this year from pean machine tool industry Britain. Sales this year from-trade association, this year. its Birmingham factory in Cincinneti is spending the English Midlands are £3m (\$5m) on developing a estimated to be more than trade associations in its new range of machine tools £100m (£92m last year).

Gecimo says that UK 1996 compared with 1995. low at about 2 per cent of expected to be considerably 2595m (\$1bn) from 2546m last is explained partly by many.

Britain's biggest machine with the help of its 70 sap international groups with serving markets such as south-east Asia where demand is rising strongly. More than half the UK's pro-

> This year, Germany is expected by Cecimo to see a I per cent fall in exports in local currency terms, Italy will seea 4.4 per cent increase and France a 3.6 per cent increase.

Spain is likely to turn in the next best export performance after Britain with an exports rise measured in pesetas of 7 per cent, according to Cecimo, which bases its forecasts on those from member comprises. Cecimo says profit mar-

Wheels come off, Page 20 on syndicates from Names. of 52.4m.

# Lloyd's regulator vows rule change

### Christopher Adams, Insurance Correspondent

Mr David Gittings, director of regulation at the Lloyd's insurance market, yesterday hit out at a system which in effect allows underwriters at the market to squeeze Names off syndicates. Names are the individuals whose assets have traditionally supported the insurance

He described the rules governing certain business practices at Lloyd's as "illogical" and said he would do everything within his power to ensure they were changed. His stance will set him at

odds with some of the society's leading underwriters. • Lloyd's yesterday several of whom have been trying to take full control of year's first auction of syndithe syndicates which they cate capacity, which took manage at Lloyd's. The place this week. It said underwriters have recently £46.8m (\$79m) of capacity

Buying capacity means buying the right to support business which syndicates write However, members' agents

handling the affairs of Names are concerned that their clients have been treated unfairly by the underwriting community. One newly created agent, Aberdeen Underwriting, says the insurance market's deputy chairman, Mr John Charman, did not allow Names it took on with the acquisition of another agent to continue supporting his

Aberdeen says that some of the Names are in effect being turned into forced sell-

announced the results of this made offers to buy capacity was traded for a total value

## BASE RATE CHANGE Union Bank of Switzerland, London announces that with effect from the close of business on 10th July, 1997 the Base Rate was increased from 61/4% PA to 61/4% PA. **UBS** Union Bank of Switzerland, PO Box 428, 100 Liverpool Street, London EC2M 2RH. Incorporated in Switzerland with limited liability



### RECRUITMENT

British Airways' staff dispute could harm its good reputation, says Richard Donkin

# Perception and the reality gap

unions are still capable of using their muscle. Trade union militancy, of a survey of UK graduates' one eye on the internet. people for redundancy. A waged on the internet, and offering foreign travel, there workplace loyalty had formant for so long, is repreferred employers carried. Neither BA nor the TGWU number of the campaigners what are the potential conse- was widespread resistance to decreased, and most said the dormant for so long, is reemerging quite suddenly and BA is not alone among large employers facing potential communications company arguments, although BA has industrial action. Trade which questioned 2,764 stu- a reference to contingency unions at Barclays Bank are dents in 33 UK universities. voting on a series of proposed strikes and an overtime ban against a new per-

₹ <u>hi</u>s week's strike

ways is proving an uncomfortable reminder to

employers that the UK trade

action by cabin crew at British Air-

is at least following a tradiand General Workers' Union the retailer. (TGWU) members are striking against plans to impose at a time when BA could be a new pay structure. Talks celebrating its potential to have broken down amid accusations from the union country's graduates, some of that BA has been inciting a these students may be constrike with plans made well sidering whether there is in advance to break any dis-something of a gap between pute by deploying replacement staff.

Observers may wonder how industrial relations at ing an early settlement, it such a highly regarded company could have reached

The strike coincides with the publication of the results might be tempted to keep including age, in choosing

out by Universum, a Stockholm-based media and internet to put forward their

When the students were asked which companies they would like to work for, BA formance pay scheme topped the list, quoted by 13

The BA dispute, however, per cent of the students, followed by Andersen Consulttional format. The Transport ing and Marks and Spencer, It seems unfortunate that

attract the cream of the perception and reality.

If BA is successful in con-

taining the action or reachshould preserve its reputation as the world's favourite

In the meantime, it

has specifically exploited the arrangements on its web

site. But the potential for industrial action on the internet should not be underestimated. Intel, the US computer chip manufacturer, is facing a coordinated campaign by a number of employees and about 200 former employees centred upon several web pages outlining their grievances in detail.

The nature of the campaign means that it is not restricted to employees. added their support to the protest organised by a group called Former And Current Employees of Intel (Face-

The group is alleging that the company used various many more industrial dis-

have filed civil suits seeking

Central to the dispute is a rating system that compares individuals in a peer group. FaceIntel alleges that Intel used a "termination quota" in its performance rating prepared to work long hours. Disabled and older workers were particularly affected by the policy, the group says.

Whether or not the actions are successful - Intel denies the allegations and says it has never used a termination quota - the damage potential seems clear. Moreover, the internet enables Other interest groups have FaceIntel to circulate its campaign among Intel employees anywhere in the world, although the com-pany has blocked staff access to the site.

How long will it be before types of discrimination, putes are characterised by of those questioned were

quences of such actions?

It is too early to pass judgment on such developments but personnel directors of companies facing industrial unrest may be advised to study the implications.

## Popularity quest

The Universum survey found that Coopers & Lybrand, the accountancy group, was the most popular employer among UK business students, while British Aerospace was most favoured among engineering and science students. A third of the students said they preferred to work for multinational companies, attracted by the opportunity to work in other countries among other cultures and alongside employees of different nationalities.

Although more than half

was widespread resistance to decreased, and most said the the necessity of interna- loyalty had broken down on the necessity of international relocation.

When asked which indusfor, the largest percentage of replies favoured engineering (12 per cent), followed by management consulting (10 per cent) and media and information (9 per cent). Among the least popular sectors were consumer electronics and insurance (1 per cent

Loyally yours It does not take a survey from Sanders & Sidney, the outplacement specialist, to conclude that employee loyalty in companies is on the decline, but it has done one anyway. It surveyed 280 individuals who had been outplaced through its offices and 100 human resource professionals.

An overwhelming 90 per propaganda campaigns interested in companies cent of the employees said

both sides of the contract. This is not surprising given try they would like to work that each of the employees questioned had seen his or

her own job disappear. Perhaps the most interestacknowledgement by human resource managers of the decline in loyalty.

personnel specialists inter-viewed said they thought curred with this, with just munity had decreased by no great amount. Fewer than a equal importance. quarter said it had decreased

substantially. In spite of the emergence from recession and better loyalty as important. The employment prospects, most employees thought the trend for decreasing loyalty would continue over the next five

The report also suggests that there has been a failure by managements to convince an acute shortage of experipeople of the necessity for enced staff.

redundancies, cited by most as a contributing factor to decreasing workplace loyalty. Three-quarters of the employees surveyed believed that companies could have avoided the decline had they not persisted with harder attitudes towards employees and job cuts. A smaller percentage of personnel manag-ers believed the problem could have been avoided. Most of them pointed to an increasingly competitive business environment

Another clue to the causes ing finding was a lack of of declining loyalty was a perception among employees that their interests came second to those of customers. Some three quarters of the Almost half the human over half saying customers and staff were considered of

> What the report does not assess is the proportion of employers that still rate staff challenge in the workplace may be to convince management that staff loyalty is something to be prized. Such realisations only tend to emerge when managers find they are suddenly suffering

### **BANKING FINANCE & GENERAL APPOINTMENTS**

# Challenging and prestigious opportunities with a **Major Investment Bank**

**Excellent Remuneration Package** 

a Our client is one of the Arab world's fastest growing, most successful and prestigious investment banks, of international repute, with its headquarters in the State of Bahrain. The bank's principal activities are investment in, and advisory services relating to, treasury operations, international real estate and corporate.

### Professional - Funds Management

■ The selected candidate will report to the Head of Treasury and Funds/Asset Management and will be responsible for contributing to managing a number of externally allocated portfolios invested in "hedge fund" type strategies of a diversified nature. The primary responsibilities include participation in active management of the funds/esset management. program which will include monitoring the performance of various fund/portfolio managers (30+). Other responsibil include undertaking due diligence of fund managers, recommending new managers and substitution of underperforming mending allocations to various asset classes and strategies

The candidate should have a professional qualification (MBA) in accounting or business administration/management and must have worked for at least 5 to 7 years in an active tracing environment or with a funds/asset management firm with a strong knowledge of equities (primarily USI and equity derivatives. Strong leadership qualities, abilitylesire to work well within a team structure, excellent communication skills, both oral and written, and due diligence experience in criocally analysing and probing performance of traders and fund managers are also essential. Position is Bahrain based and requires considerable travel; alternative location (New York or London) could be a possibility. Ref. 97/74.

The selected candidate will be required to formulate, manage and execute overall treasury policies in line with corporate objectives. The primary responsibilities include developing and executing the armual treasury plan which will emcompass active management of FX and interest rates risks, active management of a money market book and managing overall liquidity funding for the organisation. Other responsibilities include advising the funds/esset management team of market developments by maintaining close links with market perticipants and conducting market research. The position, based in Bahrain, requires regional and occasional international travel.

The candidate must have 5 to 7 years experience in FX and money markets trading. Extensive and up to date also essential Ref. 97/T1.

## Funds Risk Analyst

If The selected candidate, reporting to the Head of Treasury and Funds/Asset Management, will be responsible for proactively reviewing and monitoring a broad spectrum of risks associated with investments in a number of externally allocated portfolios in "hedge fund" type strategies and to monitor the performance of verticus funds. The primary responsibilities include quantifying and analysing risk exposures and recommending strategies to manage the exposures, preparing inskiperformance analysis reports for the portfolio to senior management and funds management teams. Other responsibilities include assisting in development of risk policy and procedures and implementation of risk methodologies and systems and actively participating in the assessment and management of firm-wide risk management process.

■ The candidate should have a professional qualification in accounting or business administration/management with a strong financial mathematics background and must have worked for 3 to 5 years in tisk management field with in-depth knowledge of financial engineering and risk management preferably gained in an investment bank. High level understanding of risk management models and use of Value-At-Risk analytics, strong analytical, statistical and quantitative skills, initiative, also essential. Position is Bahrain based. Ref. 97/T5.

The attractive remuneration package is designed for top calibre individuals.

a If you consider yourself to be the right person for one of these positions, please forward your complete résumé, to reach us within 10 days, to the following address and quoting the appropriate reference. We will reply to you within two weeks of receipt of your résumé. Strict confidentiality is assured.

# **II ERNST & YOUNG**

# Offerings & Listings Specialist

Develop your experience in an international consulting role

PW in London

maximum shareholder value.

£Competitive + flexible benefits

consulting services to many of the world's leading organisations. With 56,000 people in our 420 offices, we work with top-tier clients solving their complex business problems. Many of our clients are already publicly quoted - we were newly appointed as auditors to three FTSE 100 companies last year alone - whilst others are less well known businesses who see public participation as a key stage in their development. Whichever of these is the case, the regulatory framework

Price Waterhouse provides an outstanding range of audit &

business advisory, corporate finance, tax and management

complex one and governs a wide range of their activities. Our European Offerings & Listings team works directly with these clients as well as supporting PW engagement teams on all aspects of advisory work in the field. This includes helping clients to solve complex regulatory issues and to develop strategies which anticipate potential developments in both the regulatory tramework and international capital markets. We deploy real expertise across Europe aimed at achieving

governing the public offering and listing of shares is a

Given increasing demands on our resources, we are seeking an additional Senior Manager who can offer previous experience in this specialist area. This experience may have been gained from the transaction side (e.g. in a banking, broking, consulting or corporate role) or from the regulatory standpoint (e.g. as a regulator or compliance officer) but need not necessarily be UK ntated. A quick learner, you will relish the challenge of consulting work with some of the world's leading organisations. This requires that you will be a ready team player able to build relationships quickly and easily in often pressurised and highly sensitive situations. Given the international scope of our work and the Ekstinood of travel overseas, additional European languages would be an advantage.

Prospects for future development in this role are excellent. We will offer a range of employee benefits, including a flexible remuneration scheme which allows you to influence the shape of your total benefits package to meet your personal needs. Interested candidates should send a comprehensive CV quoting reference number CM002, to: Charles Macleod, Senior Recruitment Manager, Price Waterhouse, 32 London Bridge Street,

Price Waterhouse



Price Waterhouse is authorised by the Institute of Chartered Accountants to England and Wales to carry on lavestment business. 

# CORPORATE STRATEGY ANALYSTS

You can only profit from the experience.

### to £35,000 plus car

Allied Domeca is looking for Corporate Strategy Analysts to participate in creating a small Group Strategy team reporting to the Chief Executive.

We are a £4.5 billion brand-owner and retailer in the FTSE100. In wines and spirits we are one of the largest players in a global industry. Our leading brands, Ballantine's, Beefeater, Kahlus, Courvoisier, and Canadian Club, are consumed in over 100 countries throughout the world. In the

retalling portfolio our International businesses include Dunkin' Donuts and Baskin-Robbins. Our UK portfolio includes Victoria Wine and we are also one of the largest pub retailers with over 4,000 outlets including the leading brands Firkin, Wacky Warehouse and Mr Q.

Both these industries face intensifying competition and consolidation in which our successful performance is underglaned by our strengths in brand building and distribution. More specifically we are currently working through the challenges and opportunities presented by the proposed merger of two of our competitors in wines and spirits,

This is a very exciting time to join our Group Strategy team. The skills you will require are:-

excellent academic qualifications (ideally a

 a high level of analytical ability and numeracy energy and good interpersonal skills

We would expect you to have worked for around two years after your degree either in a strategic consultancy or in a blue-chip organisation in an analytical role. Financial modelling experience

If you would like to apply, please write with a full CV and current salary details to our advising ultant. Kate Harris, at Park Human Resources 3 Portland Place, London W1N 4HR.



**ALLIED DOMECQ** 

## MANAGER – STRUCTURED TRADE FINANCE

Competitive salary + bonus + banking benefits • London

The Royal Bank of Scotland's Corporate and Institutional Banking business is known for its forward-looking approach to meeting the needs of sophisticated corporates and major financial institutions. Nowhere is this more true than in Structured Trade Finance, which is a developing area of our

operations supporting our corporate customers to assist them to win international contracts. The Manager will have an integral part to play in the department's continuing expansion.

Your role will be to co-ordinate the business development of the unit, marketing its capabilities to the medium and large corporate sector. This involves building on existing connections and identifying regular exporters who are not already customers. To succeed, you will need to have around three years'

experience in dealing with the top end of medium size corporate businesses on issues relating to trade finance, and have a track record in business development/marketing. Ideally, you should also be SFA

WHERE INNOVATION IS SECOND NATURE

In addition to a competitive salary, we offer an excellent remuneration package that includes performance related bonus, profit share, house purchase and share option schemes, a non-contributory pension and relocation assistance

Forfaiting markets.

registered, with knowledge of the

Export Credit Agency and

where appropriate. Please write enclosing a full CV to Melanie Fry, Human Resources, The Royal Bank of Scotland plc, Waterhouse Square, 138 - 142 Holborn, London EC1N 2TH. Pax: 0171 427 9933. Closing date for applications: 21 July 1997.

The Royal Bank of Scotland

Committed to Equal Opportunities



Business Development Manager

c£50.000 Japanese Corporates The City of London

One of the world's leading financial institutions with an important and highly successful branch in the City of London, is seeking a Business Development Manager to join their expanding Corporate Banking Department.

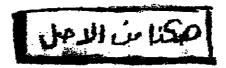
The department supplies corporate finance and treasury products to Corporate clients based in the UK. Your responsibilities would be to provide a relationship service, linising between the the bank's Japanese Corporate clients and their specialist financial departments.

You must be of graduate calibre, an intelligent and highly motivated self starter who is, above all, a skilled and experienced banker who can make a basic diagnosis of each project, carrying out a thorough credit risk evaluation. A detailed knowledge of Japanese Corporates is also essential, hased on sound practical experience, together with finely honed communication and regotiation skills, plus fluency in spoken and written Japanese and English.

It will fall on you, as the bank's ambassador, to maintain its good name and

This management appointment offers a suitably attractive remuneration and benefits package.

Please write in the first instance, enclosing your full CV to Martin Piper, Managing Director, Cavendish Advertising Limited, 120 Crawford Street.



FINANCIAL TIMES: FRIDAY JULY 11 1997

# PROPRIETARY TRADING COMPANY **OPERATIONAL CONTROLLER**

**BERMUDA** 

MANAGE HARA

ITRATEGY

the experience

E The Royal Bank

Cof Scotland

Donkin

EXCELLENT PACKAGE, TAX FREE

This Bermudan based company invests in the international financial markets on a proprietary basis in a similar fashion to a Hedge Fund.

Its success is founded on a dynamic and entrepreneurial attitude to business which has attracted top calibre professionals to the unique working environment of Bermuda

An exceptional opportunity has arisen for one individual to join the accounting and trader support team that co-ordinates the daily profit and loss accounting, product price verification, settlement procedures and other ad-hoc work. Systems development and other reporting enhancements that will be effected by the pace of change in the international capital markets will also form part of the role. In this respect, candidates with experience of database systems will be of particular interest.

- Suitable candidates are likely to fit the following profile:
- a minimum of 4 years experience in the middle or back office of a securities
- knowledge of the accounting, settlement and pricing procedures for FX, bonds, equities and other derivative products
- graduate calibre with a high level of numeracy

ROBERT WALTERS ASSOCIATES

- subsequent qualification relevant to financial services (eg ACA, CIMA, ACCA,
- a creative and visionary approach to business with a high level of motivation

If you have the necessary prerequisites and the ability and willingness to relocate to Bermuda, please contact Michael Clarke or Zoe Walkington by sending a detailed CV, stating current salary remuneration to them at: Robert Walters Associates, 10 Bedford Street, London, WC2E 9RE or fax on +44 171 915 8714 or E-mail: michael.clarke@robertwahers.com or zoe.walkington@robertwalters.com



# US GLOBAL INVESTMENT BANK FINANCIAL PRODUCTS SALES

LONDON

This successful company is a market leader in global investment banking and securities. The company serves both suppliers and users of finance around the world providing capital - raising services, developing and offering innovative inancial products for a wide range of institutional clients.

An opportunity has arisen for an exceptional individual to join a specialist eam within this organisation. Forming part of a comprehensive sales force responsible for numerous high quality financial products, the team provides stock ndices information to investment managers in the UK and Pan-European markets.

The successful candidate is likely to be working for a leading financial

institution or a financial information services company and will be able to demonstrate the following:

- At least a three year proven track record in a demanding sales environment A genuine interest and an in-depth understanding of UK and European
- equities, in particular performance measurement . The ability to develop and and maintain strong working relationships
- Exceptional communication and presentation skills, both verbal and written
- The ability to work under pressure and meet deadlines
- · A strong academic background

The ability to speak a second European language, preferably french, is essential

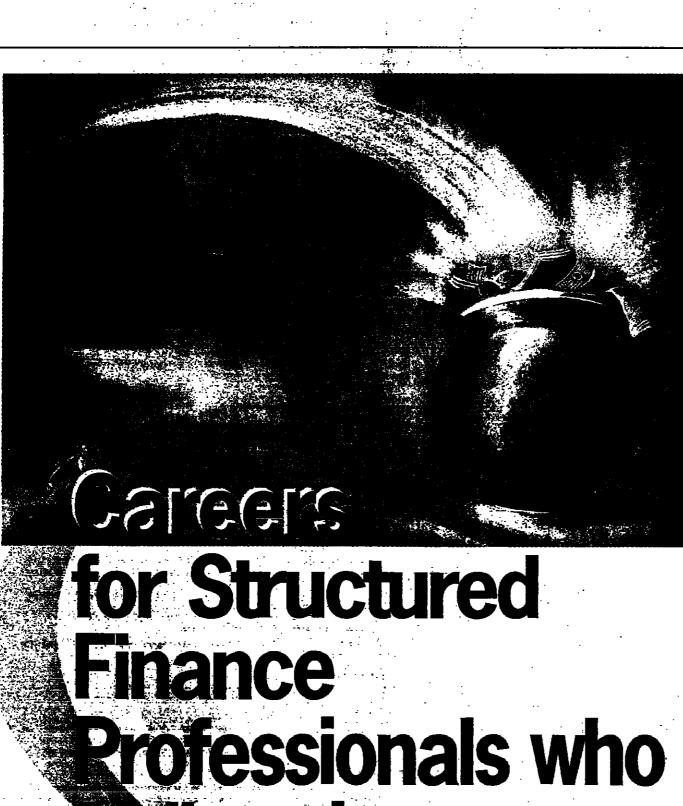
This is an exciting opportunity for an individual to join a market leader with an outstanding reputation for providing long term career progression.

£ COMPETITIVE SALARY + EXCELLENT BENEFITS

If you have the necessary pre-requisites, and believe you have what it takes to develop your career in this dynamic and exciting international business please contact Sonia Thomas at Robert Walters Associates by sending a detailed Curriculum Vitae stating current remuneration to 10 Bedford Street, London WC2E 9HE. Tel: 0171 379 3333. Pax: 0171 915 8714. E-mail: sonia thomas@robertwalters.com



ROBERT WALTERS ASSOCIATES



eleve in success



**EXCELLENT SALARY AND BENEFITS PACKAGES** HALIFAX AND LONDON

Our conversion to pic status has enabled the Halifax to become one of Britain's top 4 banks. No financial institution in the UK is more strongly rated than the Halifax. We are committed to future growth and success in existing and new markets and these challenging roles offer you the opportunity to make a major contribution at a critical time in our development.

### GROUP TREASURY STRUCTURED FINANCE

One of our main business platforms with £20bn assets, Group Treasury is a major participant in sterling money, interest rate markets and segments of the commercial lending markets. It's a dynamic and changing environment where our objective is to strengthen key parts of the Treasury team.

HEAD OF STRUCTURED PRODUCTS

A unique opportunity to lead and develop a team of specialists in the fields of securitisation and structured product design and delivery. Reporting to the Director, Capital Markets, you will develop financing solutions for the Halifax Group and a range of existing corporate customers. In addition, you will develop solutions required in support of Project Finance and evaluate complex investment opportunities in the structured capital markets.

You will be highly experienced in delivering structured finance solutions as part of a project team. You will have attained at least graduate status with an additional professional qualification being an advantage. (Ref HSP). HEAD OF COMMERCIAL

## PROPERTY FINANCE

Your role will be to lead the development and implementation of a market strategy resulting in a substantial programme of funding for the commercial property sector. Our target markets are principally healthcare and residential and commercial investment property and your contribution will enable the Halifax to achieve significant expansion in these markets.

A graduate and/or professionally qualified eg. ACIB, you will be an experienced corporate banker with extensive knowledge of both the corporate and public sectors gained within clearing and/or merchant banking environments. An extensive network of city contacts in the banking, legal and accounting professions will be allied to a track record of negotiating, structuring and winning profitable business. (Ref CPF)

# Business Development Manager

You will be an important member of a small, dedicated team, reporting to the Head of Commercial Property Finance, addressing the commercial property

You should have a professional qualification or finance related degree and at least five years' practical experience of secured lending. You will have good ke oi liiotu documentation, housing and property law and the ability to prioritise your workload in order to fulfil customers' requirements. Credit analysis skills and experience are also essential. (Ref BDM)

### SENIOR MANAGER PROJECT FINANCE

Your brief is to win funding mandates, structure and complete project finance transactions which will initially address projects arising from the Government's Private Finance Initiative and other major UK infrastructure projects. It will be up to you to deliver a consistent deal flow by working with senior personnel in the banking sector, major accountancy firms, the building industry and other partners.

With at least five years' experience of marketing, structuring and negotiating complex financing deals, you will probably be working in a major bank within their Project or Corporate Finance teams. Knowledge of bond financing and capital markets is particularly desirable. Highly energetic and self-motivated, you will have the maturity and presence to work effectively as part of project teams which will include senior personnel from other financial services and construction sectors. (Ref MPF)

MARKETING EXECUTIVE - LEASING Your primary objective will be to manage the sourcing and generation of large value leasing transactions. Working within a dedicated marketing team, close liaison with internal departments and senior management will be an essential element of the role.

Professionally qualified and/or a graduate, you must be able to demonstrate a substantial track record in the marketing and negotiation of large value leasing transactions. You must possess proven analytical skills and be fully conversant with current lease evaluation techniques. Experience in structuring complex tax driven financing transactions and negotiation involving external legal and tax advisers will be allied to credit and risk evaluation capabilities and good presentation skills. (Ref MEL)

For all posts the salary and benefits packages will reflect your skills and experience and will not be a barrier to the right candidates. A comprehensive range of benefits includes relocation assistance where necessary.

To apply, please send full CV including salary expectations to Mrs P Gray, Head Office Personnel. Halifax plc., Trinity Road, Halifax, West Yorkshire HX1 2RG. Please quote the reference of the post(s) you are interested in.

# Senior Risk Manager

### Hong Kong

Our client is one of the world's leading investment banks with a strong credit rating and is currently experiencing growth across all its core businesses in the Asia Pacific Region. As a result of this expansion, a need has arisen for a Senior Risk Manager to play a pivotal role in monitoring risk in their equity and equity derivatives operations throughout the

This high profile role calls for someone with exceptional intellectual and intercommunication skills. Interfacing with the traders and liaising with many functions in the bank, the person will need to be able to assess potential risks of derivative instruments in the context of a commercial environment.

Michael Page International

## **HK\$** Excellent Package

Naturally extrovert, you should possess a good first degree and preference will be given to candidates with both strong quantitative and finance theory backgrounds. You will already have gained experience in equity or fixed income derivatives and will probably currently be a risk manager, product controller or derivative trader. In addition, you will be highly computer literate with strong analytical skills. Career prospects within this global organisation are excellent.

Interested applicants should fax their CVs to Hugh Everard, quoting reference HE113 on 00 852 2918 1001 or write to him at Michael Page International, 601 One Pacific Place, 88 Queensway, Hong Kong. E-mailmpagek@ibm.net.

# Portfolio Manager

### Saudi Arabia

Tax Free Salary + Accommodation + Car + Bens

Our client is the President and principle shareholder of a number of international trading and investment companies based in Saudi Arabia and Dubai.

The substantial growth of business activities and the global investment portfolio has resulted in the requirement for a Portfolio Manager to report directly to the President.

Responsibilities of the position will be to: • Formulate investment strategies with the aim of optimising return on assets and increasing the value of assets under management.

 Monitor and control the investment portfolio of stocks, mutual funds, short and long term deposits.

 Develop a comprehensive research facility through the relationships with

international banks and advisors.

 To present proposals supported by accounts and financial analysis for buy or sell recommendations within the portfolio.

The successful candidate will be professionally qualified with a proven track record of success in international fund management. The individual must be able to display sound analytical skills, with the maturity and experience to undertake a very responsible position within the organisation.

Interested candidates should forward a comprehensive curriculum vitae outlining current remuneration details quoting reference 349656 to Peter Gerrard at Michael Page, Page House, 39-41 Parker Street, London WC2B 5LN or fax +44 171 404 6370-

Michael Page City

THE SCOTTISH OFFICE

Our client owns and operates in a Joint Venture the world's largest Telecommunications Network. The Network spans over 200 countries and provide seamless international communications to business customers. The company offers a Desktop to Desktop service to enterprises through its three major divisions, Network Services, Network Integration and Software Development. The company is planning an initial Public Offering, possibly in both New York and Europe in 1998/1999. To prepare for and support this initiative, the company wishes to further increase its finance team and recruit a number of high calibre individuals to be based in either the UK. Ireland or The Netherlands. The individuals will fill a number of specific positions, managing the complex accounting and control of this worldwide Group, with almost 100 entities in over 50 countries around the world. We would expect these individuals to grow with the Group and take on new and expanded roles and challenges over the next few years. Salaries will be competitive in the relevant country.

# **Budgets & Planning** Manager

Salary US\$85,000 + Bonus + Car

- Oversee production of consolid
- for the Group.

   Produce Board briefings.
- Manage rolling forecasts Ensure compliance with financial targets of group with regard to lending
- Ad-hoc analysis in preparation and support of IPO
- Profile of the suitable candidate
- US GAAP experience essential. IPO experience highly desirable.
- Strong modelling skills-Good management skills.
- Contact Joost Fortuin, quoting reference JF/48975

## **Divisional Controllers**

Salary US\$60,000 + Bonus + Car

- Tasks and responsibilities:
   Control, consolidate and report on subgroup accounts and prepare statutory accounts for the multi-currency, multi-entity co
- Control complex intercompany accounting process. Control of settlements between subgroup entities.
- · Oversee the completion of statutory returns and filings. Oversee recovery of taxes due.
- Profile of the suitable candidate:
- European university degree in finance/accounting or ACA/CPA or equivalent.

  • 5-7 years post qualification experience.
- Experience of tax/treasury.

Detailed working experience of US GAAP accounting. Contact Joost Fortuin, quoting reference JF/48697

# **Financial Systems** Manager

Salary US\$60,000 + Bonus + Car

- Identify financial systems for the global group of companies operating in over 50 countries through up to 100 entities in many currencies. Ensure successful global project implementation
- Profile of the suitable candidate: University degree or equivalent, possibly also CA/CPA, but with strong
- Proven experience in developing, managing and implementation systems on a global basis-US GAAP experience desirable.
- Contact Joost Fortuin, quoting reference JF/48850

sation please telephone them on 00 31 20 578 9444.

Michael Page International am Dusseldorf Frankfurt Madrid Hopg Kong Sugapore Sydney Melb

# **Methods & Procedures Implementation**

Salary US\$50,000 + Bonus + Car

- uplete the drafting of the finance manual, covering methods, policies
- Project manage the implementation of the manual through the three
- Ensure the implementation of this manual through the audit process
- Profile of the suitable candidate:
- Degree or accounting qualification
- Four years post qualification experience in a multi-Knowledge of US GAAP.
- Interface with audit function

# **Planning Analyst**

Salary US\$50,000 + Bonus + Car

- Be 'process owner' for the preparation of the annual budget, quarterly
- rolling forecast and the long range plan of the company. Develop a package of company financial information and analysis for presentation to the Board in relation to the annual budget, quarterly rolling forecast and the long range plan.
- Develop and maintain a long range planning model for use in the bus
- Continue to enhance and improve the budgeting process through process improvements, automation and enhance systems.

Profile of the suitable candidate: Accounting qualification CMA or ACA.

- 3-7 years industry experience in budgeting and analysis (preferably
- Strong Excel modelling experience.
- Experience working in a multinational, multi currency enviro
   Creative problem solving abilities using modelling tools.
- US GAAP experience desirable. Contact Louise Wilson, quoting reference LW/48853

**Financial** 

# **Analysts**

Salary US\$50,000 + Bonus

- Participation in group consolidation.
- Intercompany reconciliation, follow-up and elimination.
- Participate in controlling the Group companies' statutory accounts filing. ment on external reporting iss
- Profile of the suitable candidate: A degree in accounting with 2-6 years relevant work experience in audit
- and/or in a multinational/multi currency environment.

  Proficient working knowledge of US GAAP and multi currency

Contact Louise Wilson, quoting reference LW/48852

It is envisaged that applicants are aged up to 35 years. PC literate and fluent in English. They will have a pragmatic, hands-on, flexible approach to their work, with an aptitude for problem solving and working to deadlines. If you are interested in applying for any of these unique opportunities, please send a detailed CV (in English) quoting the appropriate reference to either Joost Fortuin or Louise Wilson at Michael Page International, Gerrit van der Veenstraat 9, 1077 DM Amsterdam, The Netherlands. For further

## INVESTOR RELATIONS CONSULTANCY

Senior Equity Market Analyst - Emerging Markets A leading international bank requires a Senior Equity Market Analyst to join its global team of advisers in London, with responsibility for Latin America and Sub Sahara Africa.

- at least 8 years relevant equity analysis experience covering both primary and secondary market issues, particularly in the geographical areas outlined.

- Experience of selling and distributing emerging market equities;
- Fluency in Spanish, English, French and Portuguese;
- Highly developed analytical/quantitative/computer skills; an MBA in Finance or another relevant discipline;

The successful candidate must have:-

Salary up to £90,000 with guaranteed bonus subject to qualifications and

Write to Box A5969, Financial Times, One Southwark Bridge, London SE1 9HL

Fast growing, City based Investor Relations Consultancy requires energetic, selfmotivated Account Director.

You are likely to be between 30-40 and will have at least ten years' experience of corporate finance and/or institutional equity sales experience with a track record of direct public company contact at Board Level. Applicants must have a degree and be

Applicants should send a CV (with photograph) to:

A5971, Financial Times,

One Southwark Bridge, London SE1 9HL

qualified as Registered Representatives.

### Appointments to Highlands and **Islands Enterprise**

We are looking for enthusiastic, independent-minded people with a background in senior positions in industry or training, or leaders of the local community in the Highlands and Islands to be Members of the Board of Highlands and Islands Enterprise. An ability to speak Gaelic would be useful but not essential:

Highlands and Islands Enterprise (HIE) is the Government-funded economic development agency for the Highlands and Islands of Scotland, established under the Enterprise and New Towns (Scotland) Act 1990. The Board consists of a Chairman, 10 appointed members and a Chief Executive. Highlands and Islands Enterprise has wide statutory powers to promote enterprise, training, environmental renewal and social development in the Highlands and Islands. HIE is responsible for a budget of over £75 million per annum.

A number of vacancies are likely to arise later this year. The Secretary of State for Scotland will make the appointments to Highlands and Islands Enterprise and wishes to be in a position to select from a wide field. These appointments will be made on merit and those appointed will be expected fully to support the aims of Highlands and Islands Enterprise. The appointments will be made on a fixed-term basis of up to 4 years with the possibility of renewal. It is expected that the appointments will commence on or around 1 October 1997.

of 2 days per month. If you are interested and would like further information, a job description and an application form please write to Rachel Sunderland, Enterprise and Tourism, The Scottish Office Education and Industry Department, 3G Victoria Quay, FHE FOO All com Applications to be submitted by 1 August 1997. Applications received after this date will not be considered.

Membership attracts a salary of £7,830 based on an estimated time commitment

The Government is committed to the principle of equal opportunities in making public appointments.



THE SCOTTISH OFFICE

## Appointments to Scottish Enterprise

(UNVERTIB

We are looking for a highly motivated individual with determination, drive and the ability to think strategically to be Chairman of Scottish Enterprise. We are also looking for enthusiastic, independent-minded people with a

background in senior positions in industry, training or services to the community to be Members of the Board of Scottish Enterprise. Scottish Enterprise (SE) is the Government-funded economic development agency for the North-East, Central and Southern Scotland, established under the Enterprise and New Towns (Scotland) Act 1990. It also shares with The Scottish

Office, responsibility for Locate in Scotland and Scottish Trade International, which are the Government's lead organisations for promoting inward investment and exports across the whole of Scotland. The Board consists of a Chairman, 10 appointed members and a Chief Executive. Scottish Enterprise has wide statutory powers to promote enterprise, training and environmental improvement. SE is responsible for a budget of over £460 million per annum. There are two current vacancies on the Board including the Chairman and a number of vacancies are likely to arise later this year. The Secretary of State for Scotland will make the appointments to Scotlish Enterprise and wishes to be in a position to select from a wide field. These appointments will be made on merit

and those appointed will be expected fully to support the aims of Scottish

Enterprise. The appointments will be made on a fixed-term basis of up to 4 years with the possibility of renewal. The Chairmanship of SE attracts a salary of between £20,632-£41,264 assuming a time commitment of between 1 and 2 days a week (a lesser commitment would attract a lower salary); and Board Membership attracts a salary of £7,830 based

on an estimated time commitment of 2 days per month. If you are interested and would like further information, a job description and an application form please write to Rachel Sunderland, Enterprise and Tourism, The Scottish Office Education and Industry Department, 3G Victoria Quay, Edinburgh, EH6 6QQ indicating whether you are interested in the Chairman or the Board Members vacancies. All correspondence will be treated strictly in confidence. Applications to be submitted by 1 August 1997. Applications received after this date will not be considered.

The Government is committed to the principle of equal opportunities in making

Fixed Income/Relative Value broker deak seeks qualified individuals to join sales effort focusing on global Sovereign Debt & Derivative Securities such as exchange listed futures & options, cash governments & OTC options, swaps, swapsions, mortgage options, structured products, etc. This group is part of a major international AA rated bank with locations in Manhattan, Chicago, Dublin, & Paris. Relocation possible. Sales people with a book of institutional clients please respond. Please fax resume to (212) 527-8228 (USA)

SWITZERLAND INTERNAL AUDIT/ FINANCIAL CONTROL SENIOR MANAGER

Professional with many years varied multi-nationals experience, Swiss & Brit, working German & French, desires a challenging, senior position. Can travel widely from their Zurich office. Would consider project work or to relocate.

Ph 0041 (0)1 222 1580

المكتاب الاعل

adation - Car - Bens

The state of the s 

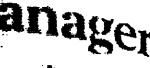
· ·

· 集集主义 (1987)

And the second s Same to the second second

the second same of the second second Section of the second The second secon \$ 10 Made 100

THE RESERVE OF THE PARTY OF THE



Permanaga ang panggan Page 1 March 1 Stand I - - Line In المالية والمجاولة والمحافظة المالية

Highlands and

Managery of the second of the Party on 15 and a second secon 

er nameder a in this one got have men i manamenta e di una di un the made and program is the configuration

where the way are a series of the property of the fire

Scottish Enterprise Name and the second the state of the s The contract of the same

Section 1997 **क्र**कार कर के के Hope 1 in the second of the s September 1997 and the september 1997 and the

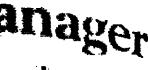
Make the property of the second of the secon

and the second s The second secon

Management Company of the Company of

Supplement Sant

The same of the sa CORRECT TO THE PARTY OF THE PAR



# NOMURACAPITAL MANAGEMENT (UK) LTD

# **UK Institutional Marketing Manager**

The impending merger between the Nomura Investment Management Company (NIMCO) and Nomura Investment Trust Management which will take place on 1st October 1997, will create a global entity with funds under management of c US\$135 billion. As part of the drive to further develop UK institutional business, the group seeks a new marketing manager during this exciting phase.

products to UK Pension Industry UK Local Authorities

UK Consultants Setting the UK marketing strategy and

• Performing:a client liaison tole with

This is a high profile opportunity within a progressive group undergoing considerable growth. The company can offer a highly competitive performance driven remuneration package and

76 Watlin London

a full range of benefits.



Fax: Q171-248 2814 E-mail: 445@bbm.co.uk

The Candidate

Marketing the group's investment . A strong combination of marketing skills and credibility within the UK pension fund industry.

• A minimum five years experience in marketing or managing UK institutional funds, with a proven track record in the field.

· First class interpersonal skills, self motivation and the ability to work as part of a small team.

ed candidates should write quoting Ref. 445, enclosing a full CV to BBM Selection, 6 Watling Street, London, EC4M 9BJ including contact telephone numbers.

# Helaba Dublin

The Company

Helaba Dublin is an Irish bank established in the International Financial Services Centre in Dublin in 1990 and has a A-1+/AAA rating from Standard & Poor's. It is a wholly owned subsidiary of Landesbank Hessen-Thüringen Girozentrale ("Helaba"), one of the top German banks with a balance sheet

# **DEPUTY MANAGING DIRECTOR**

The Position The position includes responsibility for all credit business and risk control of the company's trading activities as well as joint management of the subsidiary, reporting directly to the Board of Directors for specific areas of responsibility. You will be in regular contact with local authorities and correspondent banks. The Head of Credit and a qualified team of credit professionals will assist you with your

The successful candidate will: have significant experience in international credits including complex structured finance, syndicated loans etc.

 have some experience with the control of trading risks be familiar with credit regulations including the German KWG

 have excellent skills in team leadership possess good communication skills

 be computer literate be fluent in both English and German We offer a competitive remuneration package including performance related bonus,

pension arrangements and the usual banking benefits. Please send your CV in strict confidence to:

The Chairman of the Board, Helaba Dublin, Landesbank Hessen-Thüringen International 3 George's Dock, IFSC, Dublin 1

# GLOBAL COMPLIANCE DIRECTOR

# BASED IN SAN FRANCISCO

rement firm. It currently has over \$400 billion in assets

It be responsible for the management of the global compliance function with staff leated in San Francisco, London, Toronto, Sytiney, Hong Kong & Tokyo. The nance Director will be leading a Compliance Group whose role is expanding and criticale the success of the business. You will ensure that the company is in cwith all laws, rules and regulations applicable to an investment manager and

Programme and the Atomic Age of the Atomic and Atomic and the Atomic and the Atomic and the Atomic and the Atom

as globally and an impressive growth record, our client is the world's will have reporting responsibility to the Chief Counsel and the Board of Directors.

The successful candidate will possess the following profile: In excess of fifteen years experience either as a lawyer involved in financial services

ace activities or as a compliance officer (ideally with an MBA) in a bank engaged in investment management and capital markets activities.

Experience dealing with international investment management regulatory issues (ideally IMRO) is also highly desirable.

\$150,000 + SIGNIFICANT BONUS

implications for management across the businesses. For the appointed candidate, an excellent compensation package is available,

Interested candidates should contact Graham King on +1 212 704 0596 or Kurt Kraeger on +1 212 704 4248. Fix: +1 212 704 4312. Resumes can be sent to

together with a comprehensive benefits package and relocation assistance where

Robert Walters Associates, Inc., 1500 Broadway, Suite 2013, New York,



**ROBERT WALTERS ASSOCIATES** 

## LONDON TINDSON ANSTRADAM BAUSSELS

CONVERTIBLES ANALYST - LONDON NEW YORK

reptional opportunity for an ambitious numerate graduate within a major global investment bank. An exciting

TÉ PERSON right and energetic individual, with an established interest in the equities or derivatives markets Good first degree, an inquisitive mind and possibly an MBA

Minimum of 6 months experience in equities, fixed income, forex, or credit areas and some knowledge of conventibles A strong IT orientation with experience of Microsoft Office products

After initial training in London the successful applicant will be transferred to New York and ssume responsibility for the North American CB product As a member of a Global Convertible Bond team providing valuation, spreadsheet analysis and written research working in conjunction with the Global Head of CB Research Opportunity to progress rapidly within dynamic and motivated new seem

RVLINTERNATIONAL SEARCH AND SELECTION

TEL: 0171 491 1112 FAX: 0171 409 1052

New York

Mercantile Exchange

# 54 GROSVENOR STREET LONDON WIX 9FH

# **HEAD OF**

CORPORATE FINANCE The Appropriate candidate should

Very competitive remoneration package

Please reply enclosing your CV to James Blackwood or Sinon Miles

ment in which to work and learn.

have: Sufficient skills and ability to organize business in the sphere of Corporate Finance in the emerging

markets At least 3 years experience of working in the sphere of

investments banking \*

Skills in Financial Analysis Please send your CV by fax 7 (812) 275 51 42 Our telephone: 7 (812) 275 52 50 .... Our address: The Empire F.H.C., Furmanova St. 3 Saint-Petersburg

191187, Russia

Degree in Economics or Finance

# METALS

MARKETING ASSOCIATE Based in London

The New York Mercantile Exchange is the world's largest and one of the fastest growing commodity futures exchanges. Our communing success has created an exciting opportunity for an experienced pro-fessional with broad procious and base merals industry contacts. As the Metals Marketing Associate, you will develop a marketing strategy and plan budgets for Europe. Responsibilities include identifying potential members/new market users of the metals exchanges in broaden NYMEX's and COMEX's visibility; coordinating seminars, conferences & special events; and maintaining trade press contacts. In addition, you will keep New York abreast of market developments, trends and other metals industry information in Europe.

To qualify, candidates must possess a proven mark record of success and marketing experience in precious and base metals industries.

Knowledge of futures and options as well as the brokerage community is desired. Superior analytical, communication and interpersonal

Please submir your CV in confidence to: Mr. Daniel Carr

# Appointments Advertising

appears in the UK edition every Monday, Wednesday & Thursday and in the International edition every Friday. For further information please contact:

**Toby Finden-Crofts** 

+44 0171 873 4027

NYMEX

35 Piccadilly,

London WIV 9PB, ENGLAND.

Squal Opportunity Employer

# DEPUTY COMPLIANCE OFFICER

# FINANCIAL SERVICES

South West Attractive Salary + Car + Benefits Our client is one of the UK's most innovative investment houses with an enviable reputation in the creation and development of niche products and services for unit trusts and investment trusts. They seek to recruit a confident

and energetic individual to maintain their exemplary track record with all regulatory authorities.

Reporting to the Group Compliance Officer, your role is to work closely with fund managers, sales and marketing specialists ensuring SRO regulations are adhered to. You will appraise management controls and undertake tests

IMRO/PIA regulated environment. You will need an eye for detail, strong communication and diplomatic skills, along with the ability to work in a team.

This is an excellent opportunity to take a key role in a developing company and offers exceptional opportunities

The successful appointee will be of graduate calibre, with financial services compliance experience in an



PETER BRAY ASSOCIATES

**EXECUTIVE SEARCH AND SELECTION** 

# The European Organisation for the Safety of Air Navigation

# seeks for its Headquarters in Brussels (Belgium) a (m/f)

5

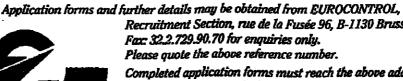
Ŏ

(ref.: AA/021/FT) The Agency is seeking to find for this demanding position at the top level of a leading European Organisation a professional and executive finance Director who is • a CHANGE manager; a good NEGOTIATOR;
 with clear aptitude to LEAD.

An attractive international salary, including social security and pensions provisions is offered.

Required are • a solid experience of integrated financial management and planning systems; • wide IT and systems experience; • good knowledge of French and English; • excellent interpersonal and presentation skills; • preferred age: 45 to 55 years.

Closing dates are strictly applied.



Recruitment Section, rue de la Fusée 96, B-1130 Brussels. Fac: 32,2.729.90.70 for enquiries only. Please quote the above reference number. Completed application forms must reach the above address by 11 August 1997 at the latest.



# **CORPORATE FINANCE - ROMANIA**

Our chent, a major European investment bank with a network of offices throughout Central and Eastern Europe, is looking to expand significantly its corporate finance capabilities in Romania (assisted by the recent easing of restrictions on foreign investment in the country) by the rectuitment of two corporate finance specialists to be based in the bank's expanding Bucharest office.

### CORPORATE FINANCE MANAGER

- Origination of domestic listings, IPOs and M & A advisory business with major companies in the Romanian market, implementing a sector driven strategy.
- Execution of the above transactions in conjunction with local office and Head Office
- Co-ordination between the local office and the bank's corporate finance sector specialists in Head Office. Marketing the bank's corporate finance capabilities to leading companies and
- Minimum of 3-5 years' M & A and/or equity capital markets experience, gained from working in a leading merchant/investment bank and/or management consultancy. At least some of this experience will have been focused specifically on Central and Eastern Europe.
- Previous experience in valuation and market analysis
- Excellent communication and presentation skills to deal effectively both with prospective clients and with colleagues from a range of departments internally. A fluency in Romaniun and/or one other European language whilst helpful is Ref: 2198

benefits packages including good bonus potential. Career prospects for the classen undividuals within this global bank, which has a strong commitment to the emerging markets, are considerable.

The Position

· Structuring and execution of M & A and equity IPO transactions. Analysis of company accounts, preparing industry sector reports and running

CORPORATE FINANCE OFFICER

- Identification of prospective corporate clients both on the "self" side in Romania and on the "buy" side (through co-operation with Head Office and local offices) in both Western Europe and elsewhere in Central Europe.
- Preparation of information memoranda, sales documents and presentations for clients.
- Farance hased degree and/or accounting qualification supplemented by a minimum of 2-3 years' due diligence/documentation experience for providing reclusical back-up on domestic and international regulatory requirements for equity new assuance.
- Good analytical skills coupled with modelling and valuation experience to stimulate
- Strong interpersonal skills with the ability to co-ordinate effectively both with prospective clients and with colleagues from a range of departments interna-A fluency in Romanian and/or one other European language whilst helpful is
  Ref: 2199

e: 44-(0)171-493-1319 Fax: 44-(0)171-493-0835

# **OVERSEAS CFO**

Rapidly growing diversified group of companies based in Jeddah, Saudi Arabia, seeks a dynamic CFO to join its executive management team. The candidate must be totally conversant with his own responsibilities, including strategic financial planning, management of financial contracts, evaluation, negotiation and financial reporting. He must have experience in banking negotiation, financial projections and budget preparation. It is important to have the necessary interpersonal and management skills.

We offer competitive salary within the comprehensive and stimulating environment of huge potential and a challenging task. Discretionary bonus commensurate with performance.

The resume should include salary history.

Applicants should fax relevant documents to +9662 697 0641

# ING BARINGS

# Acquisition Finance Executive

City

£ Fully Competitive

ING Barings is one of the leading international financial institutions based in Europe. It provides a full range of advisory services in debt and equity capital markets, mergers and acquisitions and sales and trading of a wide range of financial instruments.

The recently formed Acquisition Finance Team, part of the Structured Lending Group, is seeking to develop its business in two main areas -M&A related financings and leveraged buy-outs. The team specialises in the provision of senior debt and high yield financings and often work closely with the corporate finance department in raising or restructuring debt on behalf of clients. The team is currently expanding its operations throughout Europe and due to this expansion is looking to recruit an additional executive. The role will be to help in the execution of mandates won by the team and will include detailed analysis, business valuations, spreadsheet modelling and documentation.

The ideal candidate for this demanding role is likely to be a newly qualified accountant or lawyer keen to move into acquisition finance, or a graduate who has already obtained experience within another institution and wishes

- Excellent academic background 2:1 degree or better from a leading
- · Exceptional analytical, technical and communication skills
- Initiative, creativity and maturity.
- Personal achievement

to progress their career.

If you are commercially minded and an ambitious executive wishing to progress your career in an expanding team within this premier bank, you should write enclosing a full curriculum vitae to Sheila Milbank, Assistant Director, Human Resources, ING Barings, 60 London Wall, London EC2M 5TO

### **Career Opportunities in Investment Banking**

# **GRADUATE AND** POST-GRADUATE ENTRANTS

### £Competitive

### Starting September 1397

Nikko Europe Plc, the European investment banking arm of Nikko Securitis, is rapidly expanding its international capital markets business, creating further deciand for high calibre graduates. As one of the world's leading investment banks win an international network of offices in over 20 countries, Nikko provides rewarding and stimulating career opportunities to graduates who have a genuine interest inthe financial markets and are ambitious to succeed.

Graduates and postgraduates (PhD, MBA) are required for origination, trading, ad sales roles in both debt and equity products as well as risk management ad quantitative development roles.

Successful candidates are likely to have a first or 2:1 degree in mathematic, economics, engineering or finance related disciplines, completed in 1995, 1996 q due to be completed in 1997. High calibre Arts graduates will also be considered fo opportunities within capital markets origination. European languages are useful bu not essential. All candidates should possess excellent numerical, analytical and presentation skills.

Please send a CV and covering letter to: Elizabeth Postill, Nikko Europe Plc. 55 Victoria Street, London SW1H 0EU Deadline for applications: 31st July 1997.



Leading Investment Bank

# MANAGEMENT/STRATEGY CONSULTANTS FOR GLOBAL SECTOR ANALYSIS

## SIX FIGURE PACKAGES / CITY

Our client is a global market leader in investment banking and securities, with a reputation for delivering high value equity ent ideas to major financial institutions around the world. The Bank's global equity sector research teams are top ranked and amongst the leaders in their field. A number of nent/strategy consultants are now sought to further increase analytical skills across a range of market sectors.

- THE POSITIONS Senior and high-profile roles within global sector analysis teams. Use in-depth market sector knowledge to provide leading-edge strategic advice and stock recommendations to top investment
- Provide thought provoking analysis and recom sector value drivers and competitive positio involvement in corporate finance.
- Further deepen the range of existing valuation and analysis criteria to include issues such as value-based management,

## THE REQUIREMENTS

- Record of success with leading Consultancy. in-depth knowledge of one or more market sectors; preference for financial services, retail/consumer, media, energy, utilities
- Graduate, ideally with further business or professional qualification. Exceptional communication skills. Ability to work under

SAINTY HIRD PARTNERS



Please send a full cy and current salary details quoting reference 970701, to SHP Associate itton House, Stratton Street, London WIX 5FE. Tel: 0171 753 3000. Fax: 0171 753 3010.

Interested in this challenge? Please reply in the strictest

confidence, enclosing your CV to Serge Ceurvels. K/F Selection, 19 Côte d'Eich, L-1450 Luxembourg.

looking to recruit a key member of the team.

■ Manage the treasury position of the Bank on a daily

■ Trade actively in emerging markets debt instruments

■ Proactively manage and develop the Bank's products

(FCPs etc) and all related investments and

The Position

for client portfolios.

administrative relationships. Report directly to the Managing Director.

K/F SELECTION

**HEAD OF I REASURY** 

LUXEMBOURG

Our client is the Luxembourg Branch of a major European bank, part of a large international group. Due to the strong

and successful growth of the Branch and the continuing development of their Private Banking activities, they are now

The Requirements

treasury systems.

and dynamic environment.

First-class international treasurer, with at least five

Strong background in treasury management, FX and

Money Markets, derivatives and sophisticated

Real team-player, able to work within a demanding

■ Ideally aged 30 - 45 years. Fluency in English;

quoting Ref. IT/FT. Alternatively send by fax

Internet Flome Page: http://www.kfselec

Spanish/Portuguese would be an asset.

years' hands-on experience in trading.

# Dresdner Kleinwort Benson

Dresdner Kleinwort Benson is one of the world's leading, fully integrated investment banks and is recognised as one of the top global co-ordinators of international equity issues. Due to increasing levels of activity across all business areas Dresdner Kleinwort Benson is looking to recruit a number of high calibre personnel.

Candidates will have the drive and ambition to thrive in a business getting environment and will be excited by the challenges that the opportunity to join Dresdner Kleinwort Benson offers. Potential candidates will be able to demonstrate an excellent academic record and a high degree of motivation.

## Corporate Broking

Corporate Broking is an integral part of the Dresdner Kleinwort Benson Equity Capital Markets activities. As a member of the Corporate Broking team, you will be involved in a variety of different projects and transactions ranging from flotations, equity raisings, M&A to generalist advisory work. Strong analytical skills will be key in structuring and executing activities.

Candidates will possess a minimum of four years' Corporate Broking or Corporate Finance experience to include functioning as a No. 2 on some financing or advisory transactions.

## **Investment Trust Specialist**

Kleinwort Benson Securities is a specialist in all aspects of Investment Trust broking. The Trust Team is one of the most highly respected in London. Due to a sustained increase in the volume of corporate business, the Investment Trust Team seeks an additional member to work with its Corporate Stockbroking Director.

Candidates must possess Investment Trust experience, a high degree of numeracy, a sound academic background and the ability to work as part of a cohesive and highly successful team.

ALL POSITIONS ARE BASED IN LONDON AND OFFER A HIGHLY COMPETITIVE SALARY AND BONUS STRUCTURE.

For further information please contact in strictest confidence our Managing Consultants David Goodrich and Julian Davey at Bell Court House, 11 Blomfield Street, London ECZM 71F Tel. +44-(01171 628 0770 Fax. +44 (0)171 638 9667

Prime Executive

# **Group Credit Analysts**

 $\mathbf{F}_{ ext{lemings}}$  is an international investment bank with a network of offices in 41 countries worldwide.

We are recruiting credit analysts within the Group Credit area. Based in London and reporting to the Head of Group Credit, responsibilities will include analysing, monitoring and reporting counterparty credit exposures across all business areas of the Bank.

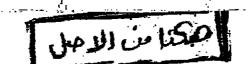
The successful be graduates

1 425 2

four years relevant experience in counterparty credit analysis across a broad range of Treasury and Structured Equity products. They will have both strong presentation skills and computer literacy and be able to handle a variety of tasks in a team environment. Experience in Asian credit markets would be a distinct advantage.

Please write in total confidence, enclosing a CV and covering letter, indicating current remuneration to:

Ann Marfy, Personnel Manager Robert Fleming & Co. Limited 25 Copthall Avenue, London EC2R 7DR



Branch Commence Bitting of the state of

REAL PROPERTY.

Physics . .

ionsid fax referring www.tidi.

i in investment Banton ATE AND

ATE ENTRANTS

Starting September 1997

Major US Investment Bank Global Custody

## City

## £ Excellent

Our client is a leading global securities firm and investment bank with an enviable reputation for innovation and enterprise. Strategic business expansion in the global custody treasury group has resulted in the need to hire a London-based individual to manage the provision of sterling cash management services for their clients.

Working as part of a global team, the position requires extensive interaction with four key areas - the Bank's clients; counterparties, various operating groups within the firm and other divisional cash management centres.

The right candidates will be managing a team of six people to deliver high quality customer service and to maximise product revenues. A P/L role, the successful candidate will be exposed to all aspects of the cashmanagement and custody business.

The ideal candidate will be a university graduate and have up to two years treasury experience, probably in cash management. An accountancy qualification or MBA would be beneficial.

Candidates must be self-starting, independent decision makers with a superior level of nunication and numeracy skills. A team player, they will have a high level of integrity and commitment to take broad ownership of the

This is an outstanding chance for a genuine career opportunity. Candidates interested in these opportunities should contact Alex Cooper or Anne Tinsley at Michael Page City, Page House, 39-41 Parker Street, London WC2B 5LN. Telephone 0171 269 2349.

Fax: 0171 405 9649-

Michael Page City

Package to attract the best

Premier UK Fund Management Group

# Senior European Fund Manager

First-class opportunity for a successful and experienced fund manager to join this prestigious European team. The role centres around the management of one of the firm's flagship funds which has an excellent profile and long-term record. The group has substantial assets under management, an excellent reputation and is well-positioned for growth across the retail and institutional disciplines,

- Take full responsibility for the investment management performance of this continental European fund, with regular travel to the region, reporting to the desk
- Contribute to broader country research and stock selection across the range of funds totalling £1.6 billion as an influential member of a team of four professionals.
- Play an active role in marketing to the JFA community and institutions.

nchester 0161 499 1700

THE QUALIFICATIONS

- High calibre graduate with at least 5 years' investment experience and a track record in managing a European fund within a bluechip asset management firm.
- Proven investment record, combined with strong verbal and written communication skills with stature to present to clients.
- Confidence to debate investment strategy, succeed within a small collegiate team atmosphere and lead by example, deputising for others where necessary.

Leeds 0113 230 7774 London 0171 298 3333

Selector Europe Spencer Stuart

Piesse reply with full details to: Selector Burope, Ref. XMX1720771, 16 Communght Place, Landon W2 220

LEADING US BROKERAGE FIRM

# HEAD OF COMPLIANCE

### Excellent remuneration package

LONDON

Our client is a leading US brokerage firm, with over 3,600 offices in the US and Canada, who provides financial services to over 2 million individual investors. Founded in 1871, it is the largest brokerage firm in the US to serve individual

Owing to the strategic growth of the business, an exciting opportunity has arisen for a high-calibre and dynamic senior compliance professional to join the newly established UK Headquarters in London.

- The Position ■ - Supervise and develop the compliance function in the UK subsidiary of the US firm.
- Work closely with the Operations Officer to establish and maintain supervisory systems, to ensure compliance with all applicable rules and regulations
- Review and approve new accounts, daily trades,
- advertising, and sales literature material Liaise extensively with the US Head Office
- Compliance and Field Supervision departments. ■ Supervise the firm's personnel with respect to rence to compliance procedures.

The Requirements

- At least 5 years' compliance experience within a banking or stockbroking environment.
- "General Representative" status with the SFA; a legal qualification would be advantageous.
- High-calibre and dynamic compliance professional, extremely commercially aware, with the ability to be highly adaptable in accordance with the growing needs of the firm.
- Excellent interpersonal and relationship-management skills, with the ability to liaise extensively with clients.
- Team-player, capable of working with high energy individuals and motivating others, as part of a small, high-profile group.

Please send your CV with current salary details to: Sara Kenderdine-Hair, K/F Selection, 252 Regent Street, London W1R 6FIL.



quoting ref: 90352A/04. Alternatively send by fax on 0171-312 3380 or by e-mail to cv@kfselection.com Internet Home Page: http://www.kfselection.com

K/F SELECTION

A DIVISION OF KORN/FERRY INTERNATIONAL

LEADING INTERNATIONAL CHEMICAL COMPANY

# **EUROPEAN TRADE FINANCE** AND CREDIT MANAGER

Attractive remuneration package

Our client is a leading global producer and marketer of specialty chemicals and equipment. This organisation is highly profitable, with net sales of over £1.8 billion, and employs over 5,700 people situated in the USA, Canada, Europe, Asia and Latin America. In Europe there are manufacturing plants in Belgium, France, the Netherlands and Italy with sales offices throughout the region.

As a result of rapid growth due to acquisition, an exciting new position has been created for a Trade Finance Manager to join the European Head Office Finance Team in the UK. The Requirements

- The Position
- Report to the Treasurer Europe, Middle East and Africa Region.
- Management of trade finance in the region (with emphasis on Eastern Europe, ex CIS Republics and Middle East) and development of a network of trade and banking contacts.
- Extensive risk analysis/risk management of the business Receivables management for the region, involving
- responsibility for a team of 4-6 staff in the UK, Belgium and Italy.
- Improvement of existing MIS systems to minimise losses and to respond to changing business needs.

Please send your CV with current salary details to: Sara Kenderdine-Hair, K/F Selection,

252 Regent Street, London W1R 6HL,

quoting ref: 90348A/04. Alternatively send by fax on 0171-312 3380 or by e-mail to cv@kfselection.com Internet Home Page: http://www.kfselection.com

■ Ideally, at least 4-5 years' experience in Trade

High-calibre graduate, preferably aged 30-40; ACT qualification would be advantageous.

and a keen commercial awareness.

■ Team-player with excellent interpersonal skills

innovative and proactive approach, with the

ability to manage change in a rapidly expanding

development.

Finance, receivables management and systems

K/F SELECTION

# Structuring Off Shore Trusts

Our client is the investment erm of an established and successful British bank. Due to an increase in the level of activity of off shore trusts which they handle, an experienced and ambitious individual is required to work within the investment administration department.

The key elements of the role are: Co-ordination and management of new product taunches, working closely with the sales and marketing teams as well as third party leavers and bankers

Establish a central documentation area for existing and new documentation

Standardise new documentation and structure of investment products

You will need experience in the documentation of investment trusts, ideally with offshore experience. Strong planning and communication skills are essential. This is a veried role for a genuine team player. An attractive remuneration package is available, commensurate with experience.

To discuss this opportunity in total confidence telephone Graham Curringhame on 0171 405 4161 quoting reference no: 54097 or alternatively send your details to

**PSD** 





# Regulatory Reporting Manager

## **Investment Bank**

City based

Our client is one of the largest banks in Europe and one of the top 20 banks world-wide. It has an enviable reputation and a commanding international

Following an internal promotion they are now looking to recruit an experienced regulatory reporting manager who will recruit and then head a small team.

You will be responsible for ensuring that all regulated group companies comply with the financial rules set out by their respective regulatory authorities.

As the head of department you will also be responsible for the full implementation and development of their regulatory reporting system.

This will lead to the provision of improved management information and, in addition, increased liaison with the front office will ensure that new activities and business are monitored and controlled

You should have experience of SFA, IMRO and Bank of England reporting.

As the role will involve extensive lizison with different departments and exposure to senior line management the confidence and ability to communicate at all levels is essential.

The bank has a strong emphasis on training and development and offers ample opportunity for career advancement.

To apply please send a full CV with a covering letter detailing your current salary to: Andrew Fisher (ref: 229), Parkwell Management Consultants Ltd, 8 Wilfred Street, Westminster, London SWIE 6PL Tel 0171 630 8000 Fax 0171 233 5205 Email Parkwell@Compuserve.com

**PARKWELL** 

## **ACCOUNTANCY APPOINTMENTS**

# **Head of Finance**

Face 0171 430 1140

## **New Textile Chemicals Joint Venture**

£50,000 + Bonus & Benefits

**Heathrow Area** 

Superb new opportunity to create the world leader in its sector. International joint venture imminent between two £multibillion corporations. Accomplished accountant sought to help set up sales and marketing company and grow from current combined sales of \$40m.

- Responsible for all financial matters: reports, budgets.
- cashilow, consolidation etc. Report to Managing Director. • Set up all IT, systems and procedures from scratch. Prepare product profitability analyses, oversee monthly closing, deal with parent. Alternate for MD.
- File tax reports, interface with Auditors, supervise credit, Implement and maintain MIS. Ourstanding opportunity to help build a new, world-leading.
- QUALIFICATIONS
- ◆ Qualified ACA or ACMA, MBA preferred, 5-10 years' industry experience, ideally chemicals or processing.
- Expertise in specification and implementation of accounting
- systems, including spreadsheets and databases, Excellent interpersonal skills; a leader; able to communicate at all levels; meticulous attention to detail.
- Shirt sleeves approach; bottom-line motivated; energetic; a skilled negotiator with an international outlook.

Please send full cv, stating salary, ref LG70704, to NBS, 54 Jermyn Street, London SWIY 6LX

Fax 0171 409 1786 Tel 0171 493 4392

Aberdeen - Birmingham - Bristol - City - Edinburgh - Glasgow Leeds • London • Manchester • Slough • Madrid • Paris

# **OPERATIONS FINANCE MANAGER**

**Monument** 

**Excellent Package** Central London

With a current market capitalisation over £500m, Monument Oil and Gas pic has enjoyed sustained growth both domestically and internationally over the last decade due to successful investments in oil & gas acreage and reserves. With all its major discoveries now in production, Monument has initiated a new phase of investment. A key element of this growth comprises the operational management of existing fields, finds or exploration acreage where additional commercial potential can be identified.

As a new senior position, the Operations Finance Manager will take responsibility for providing the full range of accounting support to the company's operated projects.

- Key elements of the role will be:
- Overall responsibility for operations accounting systems

  Development of partner financial reporting procedures
- Negotiation of and compliance with terms of Joint Operating and associated agreement Development of procedures and documentation to meet the demands of partner audit Contribution to the planning and resourcing of new operated venture proposals.

The successful candidate will possess direct experience in the exploration and production sector, have exposure to both financial and management accounting systems, be able to work effectively with operational counterparts and demonstrate proven man management slells. A flexible approach to solving problems and prioritising workloads in a rapidly developing environment is essential. Personality and experience are key factors for this position.

if you feel you have the right attributes to perform this role successfully, please send your details to Victoria Hahn or Chice Fotheringham at Douglas Llambias Associates PLC, 10 Bedford Street, London WC2E 9HE. Tel: 0171 420 8000. Fax: 0171 379 4820.



DOUGLAS LLAMBIAS ASSOCIATES



# Covering the World

# Career Opportunities for Finance Professionals

Lloyd's role at the centre of the London insurance market has never been more important, spearheading change and growth into the next millenium. The high profile Corporate Audit department at Lloyd's is involved with delivering a range of projects to meet the strategic objectives of the Corporation. A new Head of Audit has been appointed and he is now looking to strengthen his team which will be integral to the growth of a risk based approach. The roles are extremely varied and cross all disciplines and levels. They will therefore suit flexible and creative individuals with strong commercial sense, able to think on their feet and operate in what is a rapidly changing environment.

# Systems and Development Review

IT services and are at the forefront of change across the Corporation. An experienced accountant is now required to enhance new systems procedures. The right candidate must have a strong ability to translate systems requirements into business solutions

The philosophy of the function is that of integrated system and financial review and as such the right candidate will work closely with other members of the team devising policies and programmes. Candidates are likely to have a minimum of two years post qualification experience with strong IT and process skills and immediate credibility with the operational management team up to director level.

are now looking to apply this in a fast moving environment.

The new recruits will quickly become involved with the identification and resolution of business issues and the development of risk analysis techniques. Given the nature of the function, there will also be extensive project work. No previous experience of the insurance or financial services markets is necessary: what is essential is a desire and ability to promote change and raise standards across all business areas.

Financial and Operational Review New team members are required to work closely with the Head of Corporate Audit developing financial and operational review techniques. Likely candidates will be qualified accountants who have exceptional audit experience in practice or industry and

There is at present no environment changing and growing more rapidly than the Lloyd's market place. As such, only exceptional candidates should apply. Remuneration packages are excellent, reflecting the calibre of candidates sought.

If you believe you can meet the challenge on offer, please send a full curriculum vitae to Sarah Hunt at Michael Page City, Page House, 39-41 Parker Street, London WC2B 5LN, fax 0171 405 9649.



AGF Insurance

AGF is a leading insurer in Europe. Worldwide it employs over 22,000 employees and is active in 30 countries on all five continents. With assets in excess of £30 billion and over 10 million policy-holders, the consolidated premium income has increased four fold in the last ten years. AGF has been active in the UK for over 40 years and employs 1,100 staff in a number of locations. The company is currently looking for two professionals to strengthen the finance team with a new Chief Financial Officer. Both positions are based in Milton Keynes.

Mgmt Accountant

£30-35,000 + Bens

Reporting directly to the Financial Controller, this

strategic business units, products and business classes.

Provide management information in respect of the

 Monitor all aspects of expense control and business activity including productivity, quality and service.

Implement and maintain activity based management

## **Credit Manager**

c £40,000 + Car Allowance + Bens Reporting directly to the Chief Financial Officer, this is a high profile role which demands a proactive and results

- orientated manager. Design and implement a new credit policy.
- Shape and develop a team. Produce annual budgets, strategic and operationa
- Manage and control collections and credit terms for

The successful applicant will have a proven track record in credit management gained within the insurance sector. Reference 358376

The successful applicant must be fully qualified with a detailed knowledge of management accounting and

ercial facing role includes:

Interested applicants should forward a comprehensive curriculum vitae quoting the relevant reference number with current salary and benefit details to Michael Semark, Michael Page Finance, Grant Thornton House, 214 Silbury Boulevard, Milton Keynes MK6 2UF. Telephone 01908 692611 Fax: 01908 692488. Closing date

Michael Page Finance Specialists in Financial Recruitment

# **Commercially Focussed Finance Director**

### North Oxfordshire

enjoying a strong position within its niche markets. The company is at the forefront of the development, manufacture and delivery of a range of technologically advanced transportation management systems and related products. With an impressive range of clients in the UK and in markets across the world, the business is in an exciting phase in its development. The recruitment of a proactive, commercially focussed Finance Director is the final part of the creation of a senior management team to deliver its medium term development goals.

The successful candidate will be a qualified accountant probably aged between 30-45 years and will have a proactive, commercial approach to solving business

c £45,000 + Benefits

problems in addition to a high level of technical competence in the area of financial control. Heading up a small finance team, the role will involve the review and appraisal of ongoing business contracts. Furthermore, the successful candidate will play a key role in tendering for new business and the identification of new opportunities for the company to exploit. Consequently, the ability to work with other disciplines as part of a commercial team is a

Interested candidates should write enclosing a full CV and covering letter to Andrew Jones at Michael Page Finance, 190 Corporation Street, Birmingham B4 6QD, quoting reference 356622.

Michael Page Finance

er Milton Keynes Nottingham Reading St Albans & Worldwide

# **European Financial Controller**

## South East

With a turnover of half a billion, our client is a highly acquisitive and rapidly expanding multinational manufacturer whose achievements have been based on providing innovative solutions through technological

Based at Group Headquarters, the European Financial Controller will head up a small team of staff and will report directly into the Group Financial Controller.

The role will have overall financial responsibility for the European operating units and primary duties will include the following: • Liaison with Business Managers to establish

- strategic plans and budgets. Profitability reviews of businesses and product lines.
- Ensuring operating units have effective costing systems capable of providing price guidance.
- Post acquisition investigations and capital investment reviews.

This is a particularly key role within the management team. The individual will be expected to attain a thorough understanding c £50,000 + Car + Bonus

of the business to ensure that the European finance function continues to add value to the organisation.

The ideal candidate will be a qualified accountant. aged 30-40, with a well rounded accounting background, preferably obtained within an international manufacturing based organisation, which should include managing a multi-function finance department within a large Plc.

A results orientated individual, the candidate will have excellent interpersonal skills, proven ability to deliver on time every time and have a willingness to travel up to 50% of the time within Europe.

This is an excellent opportunity for a well motivated individual to develop career potential within a vigourous and challenging environment.

Interested candidates should forward a comprehensive CV quoting reference J357581, together with current eration details to Alistair Robinson at Michael Page Finance, 45-47 High Street, Leatherhead, Surrey KT22 8AG.

14. P. W. W.

Michael Page Finance

Specialists in Financial Recruit Maidenhead Manchester Milton Keynes Nottingham Reading St Albans & Worldwide

# Financial Analyst

## City of London

Our client is a dynamic City law firm with a growing international practice established across four continents. Noted for exceptional variety of work, its traditional practice areas include banking, corporate, international trade, property and media law. The firm has undergone strong recent growth by identifying new business opportunities and continued investment in training and technology.

They are now looking for a Financial Analyst to supplement their 20-strong finance team. Responsibilities will include the production of regular management and performance reports to Business Stream Managers and analysing this data to identify areas for management action. You will also provide the partners with financial input to the firm's future plans, budgets and

c £35,000 + Bens

forecasts. System development and liaison with overseas offices is another vital element. The successful candidate will be a qualified accountant with around two years PQE. Key skills will be hands-on commercial experience coupled with non-finance liaison. You are likely to be seeking a new challenge in an environment which is both testing and stimulating. You will also have strong interpersonal skills, high standards of work and the ability to have a substantial influence on the business.

If you feel you have the necessary skills, please send a copy of your curriculum vitae to Andrew Bentote at Michael Page Finance, Page House, 39-41 Parker Street, London WC2B 5LN, or alternatively fax on 0171 831 2612.

Michael Page Finance

# **II ERNST&YOUNG** Manager – Mgmt Accountant

## Central London

As one of the world's leading providers of business services, Ernst & Young are committed to delivering outstanding value to their internal and external customers. Current turnover for the UK operation is over £400 million with an aggressive growth forecast for the future.

The firm's continued success in the competitive global market relies upon innovation, proactive change and strong strategic focus. This key appointment within the finance team will add depth to the reporting and analysis process for 40 cost centres across the UK business. Supervising a high calibre team of six staff, the role will take responsibility for monthly reporting, forecasting, budgeting and business planning.

Further challenge within the role will be provided by the on-going development of strong relationships with the

c £35,000 + Car + Bens

departmental heads to promote greater understanding of the commercial drivers in their business and therefore add value to the reporting

The successful candidate will be a qualified accountant with strong staff management skills, a commercial focus and previous experience of reporting/budgeting/forecasting at a senior level. The key personal attributes will be energy, enthusiasm and excellent communication skills. In return you can expect rapid progression and a challenging career in this exciting global business.

Applicants wishing to apply should forward a comprehensive CV quoting reference 359914 to Andrew Bentote at Michael Page Finance, Page House 39-41 Parker Street.

London WC2B 5LN. Telephone 0171 269 2439.

Michael Page Finance

Specialists in Financial Recruitment Simoingham Edinburgh Glasgow Le dine St Albans & Worldwid

# **Investment Finance Manager**

## London.

Our client, with an annual turnover of £1 billion, is a major player in the transport sector. Continued investment is vital to improve services to custom

We are currently seeking a high profile candidate in the investment/project finance group to join in a period of growth and change.

You will be expected to develop expertise in PFI, project finance, financial risk analysis and other rencial financing issues.

As a senior member of the department you will be

- Setting up £multi-million, long term contracts under the Private Finance Initiative.
- Active management of project structuring and
- Transforming company strategy and objectives into priorities and action.
- Providing direction, strategy and guidance

Specialists in Financial Recruitment Birmingham Edinburgh Glasgow Leath

# c £40,000 +

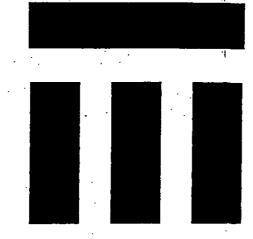
• Financial analysis including business scenario modelling, risk simulation and analysis, value for money assessment, feasibility studies and Project advice including administration of external

financiers and legal advisors, provision of advice on PFI matters and preparing legal documents and

The successful candidate will be degree calibre and a qualified accountant with at least three years PQE. You will demonstrate an understanding of commercial and financial issues, particularly project or corporate finance transactions. You will also ideally demons evidence of analysis and problem solving, self motivation, computer modelling techniques and performance management.

Candidates interested in this challenge should forward a curriculum vitae with a detailed covering letter (quoting Ref 358058) to David Morgan at Michael Page Finance, Page House, 39.41 Parker Street, London WC2B 5LN, Fax 0171 831 6293, or alternatively telephone for an informal discussion on 0171 269 2284.

Michael Page Finance



# Risk is our business. Not our policy.

That's why a Group restructuring has led to London one of the world's leading reinsurers, operating in keen to develop their careers and who empathise with becoming the Global Head Office for our Life & over 30 countries, with a reputation for excellence our desire for continued success and growth.

and commitment to business growth.

Where else? After all, the City is famous for making We are looking for people with a commitment to quality capable of making a real impact on our business, to things happen, and so are we at Swiss Re. We are equal to our own, who excel in their chosen area, are join both our UK and Divisional Life & Health teams.

Financial Accountants

Since the Contraction

£30,000 - £50,000 (depending on experience) + benefits

Operating within our UK Business team, your overall brief will include preparing financial information under UK, US and Swiss GAAP. In addition. you will provide a high quality accounting and reporting service to our India, Israel and Middle East regions, which are supported from the UK.

You will possess an in-depth knowledge of company and insurance law in the Life & Health business, along with an understanding of the UK regulatory environment and reporting procedures.

Financial Analysts

£30,000 - £50,000 (depending on experience) + car + benefits

Making a major impact on business performance, your ability to manage information and provide informed analysis and interpretation will strengthen the platform on which our business will continue to grow.

Operating within our UK Business team, you'll need to be success orientated and possess a good understanding of the Life & Health insurance or reinsprance market.

All positions require you to be an accountant with between one and five years' post qualification experience coupled with strong commercial awareness, 2 flexible, proactive approach and the ability to deliver solutions. Strong interpersonal and communication skills are also vital if you are to get your initiatives off the page, into action and make a real impact within our highly successful organisation. The position of Financial Analyst could equally be undertaken by a qualified activary possessing the same qualities described above.

Financial assistance towards relocation will be provided.

with potential for growth and development, please send your CV and a covering letter to Brian Mills, HR Operations Manager, Swiss Re Life & Health Limited, Moorfields House, Moorfields, London EC2Y 9AL.

Financial Review Accountant

c. £45,000 + car + benefits

Working with the management of the Life & Health Division with world-wide responsibilities, and supporting our Financial Controller, you'll play a leading role in assisting our financial management team in achieving its objectives, whilst providing information to both the Life Executive Board and Swiss Re Group's Head Office in Zurich.

A background in Life & Health insurance or reinsurance or a willingness to learn is important. Above all, you'll need the ability to tackle both financial accounting and analytical/management information with equal dexterity. To meet the objectives of this role some overseas travel will be necessary

**US GAAP Reporting Manager** 

£60,000 - £80,000 + car + benefits

Along with the Swiss Re Zurich US GAAP implementation team, you'll take a strategic approach to developing understanding of US GAAP within our Life & Health Division and ensure that the US GAAP project meets its objectives.

To succeed in this role you'll need a background in Life & Health insurance or reinsurance, US GAAP experience and be prepared to travel overseas.

Swiss Re Life & Health



# **Director of Accounting** & Systems

c.£50,000

London

# Changing the way we work

We need to transform our accounting systems as part of the switch from cash based to resource based budgeting and accounting. We seek a Director of Accounting & Systems, a new post, to take a leading role in this process. The director will not only develop management accounting for the Metropolitan Police Service, but will head the team in the selection and implementation of the new accruals based accounting and associated systems, not simply in the Finance Department but across the MPS

A challenge worth considering?

We believe so. Achieving this fundamental change will present all sons of frustrations and difficulties. But it will provide top level experience in leading a major change management project within the dynamic environment of an organisation with a gross budget of over \$2 billion a year and over 41,000 police and civil stall. As Head of Profession for accountancy, you will have a key role in ensuring that financial and professional skills are properly applied throughout the MPS. The experience you gain will be invaluable.

The position is initially being offered on a three year contract, which covers the likely period for introduction and implementation of a major new system, but is subject to negotiation.

Are you the right person for us? You will want and be ready to take on a leading role. You will be a qualified accountant with at least 5 years' experience since qualifying. Age (younger or older) is of less concern, but you will have reached a senior level in accountancy, have significant line management responsibilities and experience of implementing computensed accounting systems. You should have experience of working in a large organisation, together with a good knowledge of devolved financial management systems. Public sector experience is useful, but not absolutely essential. You need not only the technical accounting skills, but also managerial and presentational abilities.

An advertisement can only give you a taste of this requirement. For an information pack, please call our advising consultants, Price Waterhouse on 0171 939 2500 (24 hour line) quoting reference A/1771, leaving your name, address and a contact telephone number, Alternatively, if you would like to discuss the appointment in confidence, please telephone Alannah Hunt at Price Waterhouse on 0171 939 2399 during office hours.

The closing date for receipt of application forms is Wednesday 6th August 1997.

The Metropolitan Police Service is committed to a policy of equal opportunity for all staff regardless of sex, marital status, colour, race, nationality, ethnic or national origin, sexual orientation, religion or disability.



METROPOLITAN

### DIRECTOR OF FINANCE

Salary Scale £36,429 - £39,732 + OLW £1212 18% pension contribution after 6 months service Based at Kingston upon Thames, Surrey



National Schizophrenia Fellowship (NSF) is the largest registered mental health charity in the UK serving people affected by schizophrenia and other severe mental illnesses. We are a rapidly expanding charity operating services throughout the UK via 8 regional offices and with a projected turnover of £25m in the current financial year.

Due to the retirement of the current post-holder, we require a Director of Finance to take responsibility for the financial management of the charity. This will involve overall control of financial planning and procedures and ensuring availability of accurate management information via a decentralised system.

CA or ACCA qualification is essential together with 5 years accountancy experience. The successful candidate will also require the communication and interpersonal skills to manage positive relations with regionally based finance staff and operational managers. Knowledge of Sage Sovereign and Tetra computer systems is essential.

For further information and an application pack please contact Tricia Platt, NSF Head Office, 28 Castle Street, Kingston upon Thames, Surrey KT1 1SS; Tel: 0181 547 3937, CVs

Closing date: 1 August 1997.

Interviews: 5 September in London

NSF is committed to Equal Opportunities Registered Charity No. 271028

# Group Chief Accountant

GENEROUS CITY PACKAGE LONDON

THE COMPANY

Mercury Asset Management is one of the UK's leading investment houses with a reputation for professionalism and performance. This FTSE 100 company has achieved impressive growth in recent years and has a clear strategy for the future. Mercury currently has c£90 billion worth of funds under management with profits of c£170m.

Multi COMPANY EXPERIENCE

## THE ROLE

Reporting to the Group Finance Director, to control the statutory accounting function and all related areas including tax, cashflow, regulatory reporting etc. Equally important, to continue to promote the process of constant improvement in the search for the highest standards.

## THE INDIVIDUAL

A graduate qualified Chartered Accountant, trained in a large international firm with first time exam passes, and with at least five years senior line financial management experience at the heart of a substantial plc, possibly in the Financial Services sector.

The remuneration package will include a competitive salary, discretionary bonus and full range of City benefits. To apply, please send a full Curriculum Vitae quoting reference 2998, to Peter Wilson FCA, at SCI Selection, Finland House, 56 Haymarket, London SW1Y 4RN. Tel: 0171 930 6314, Fax:0171 930 9539.

MERCURY ASSET MANAGEMENT

MERCURY ASSET MANAGEMENT plc REGULATED BY IMPO

### FINANCE DIRECTOR Management Experience For Planned Stock Market Floration HANDS ON APPROACH MEGETIVE RECREITMENT COMPANY . COMPTHERVE SALARY Revenues from £3 million to £30 million in just three years COMPUTER LITERATE

A challenging and exciting opportunity for a professional to take the financial reigns of this exceptionally successful company, which has a brilliant track record, a strong balance sheet and a debt free position. If you are 35-45 graduate ealthre, with experience from the big sty, plus five years commercial experience at board level and have the ability to manage a dynamic prestigious company through a practical and professional approach, please fix or post your details to:

ANALYTICAL



readers to France. Our link onh the French business newspaper, Le Exhal, gives you a unique recrummens edverpang opportunity to capitalise on the BT's European readership and to er ranges the French busin मार्थका को स्थित अर्थ क्रिक्स

The FT can help you reach additions

# International Finance Manager, Continental Europe

Central London

THE COMPANY

 Publicly quoted Financial Services Group with rues in excess of £ 00m.

cisliers in the non-banking sector with

tions in over 70 countries worldwide

 Its reputation for success has been achieved through consessent client servicing, innovation and new product development.

THE ROLE

 Reporting to the International Finance Director and Reponal Managing Directors, you will provide the Continental European operations with financial business and . чтакеріс чирроп.

Create, implement and monitor performance

 Develop annual budgets and implement internal controls, systems and procedures Extensive ad-hoc projects are likely to

THE CANDIDATE A qualified Accountant or MHA, with a strong.

> In excess of 5 years post qualification experience, ideally gained within an international role/environment.

c. £45,000 + Car + Usual Benefits

A proven track record of involvement in

Some Corporate Finance exquisite would

be an advantage, as would European language skilk. To apply, please send your Carriculum Vitae to Justine Aspey or John Axworthy at Axworthy Oliver Gill Associates, St Martins House, Priory



# FINANCE PROFESSIONALS SEEKING AN INTERNATIONAL CHALLENGE

ATTRACTIVE PACKAGES

Our client is a subsidiary of a large tobacco merchant. The subsidiary based in Kyrgyzstan purchases local Kyrgyz tobacco. with sales mainly to the CIS countries. The operation is rapidly developing which has resulted in a need to strengthen the finance team by recruiting the following:

FINANCIAL CONTROLLER

Reporting into the local General Manager on a day to day basis and to the Finance Director based in the UK. The varied duties in this role include overall control of the operation's finances, developing a strong local finance team, and preparing monthly, quanterly and yearly management accounts for reporting to the head office. To be successful in this challenging role you will be a qualified Accountant with strong financial and commercial skills. Previous exposure to a Russian or Eastern European environment is desirable. Russian as a language would be advantageous but not essential.

FINANCIAL ACCOUNTANT

Reporting to the Financial Controller, your role will involve preparation of accounts to comply with local financial legislation. You will also be responsible for ensuring compliance with current local tax legislation. Working with the Financial Controller you will assist in training the local staff in accounts preparation and deputise for him in his absence. You will be a **BASED IN KYRGYZSTAN** 

qualified Accountant preferably CIMA, ACCA with at least three years PQE which will include USGAAP experience. In addition you will have strong business acumen skills. Russian as a language is a distinct advantage.

INVENTORY ACCOUNTS CONTROLLER

Reporting to the Financial Controller, your key duties will be to control and implement new financial leaf buying procedures in order to improve the umelines and relevancy of management information. You will liaise closely with farm accountants and buyers to insure accurate and timely documentation of tobacco advances and purchases. You will be a Russian speaking qualified accountant either by certificate or by experience. Your career to date must demonstrate a good track record of accounting ability and inventory control. To make an impact in this role you will be a self starter and have enthusiasm and willingness to

To contribute and participate in the growth of this expanding organisation, where hard work will be rewarded by excellent future career prospects, write in confidence quoting Ref. UEK/4212 to BRS international Search and Selection, Gien House, 200-208 Tottenham Court Road, London WTP 9LA or fax to 44 171 438 2289 or E-Mail to



Central Europe - Russia - Baltics - Eastern Europe - International - USA - India - China - Southeast Asia - Africa - UAF

# Head of Taxation

Major Multinational

### London

c.£110,000 + Bonus

· maintaining a position of industry leadership

The successful candidate will have at least ten

years' experience at senior management level,

preferably gained in both the accounting profession

and a multinational corporate environment,

encompassing a detailed knowledge of structured

financing and leases. Excellent leadership and

creative problem-solving skills backed up by first

class technical ability, are essential for success in an

environment that provides substantial commercial

Candidates capable of making a key contribution at

a senior level within this world leader should write,

in the strictest confidence, to GKRS at the address

below, quoting reference number 734) on both letter and envelope,

and including details of current

challenges and intellectual stimulation.

treaties, employee and indirect taxes.

involving issues such as asset financing, tax

This blue-chip multinational is a household name and major FTSE 100 company that is recognised as the pre-eminent organisation in its business sector. Global interests encompass joint ventures, third party relationships and major, wholly owned

The tax function provides a key business support role at a strategic and tactical level. The Head of Taxation will play a significant role in directing and shaping the outputs of the Finance Strategy Group. He/she will lead and manage a department whose mandate includes:

- ensuring that business strategies are examined and led in a tax-effective manner:
- providing a comprehensive tax planning and compliance function throughout the Group;
- ensuring that all major capital raising/funding programmes are financed in a tax-efficient way:



**SEARCH & SELECTION** 

86 JERMYN STREET, LONDON SW1Y 6JD. TEL: 0171 468 3800 A GKR Group Company

# International Finance Director Branded Pharmaceuticals

c.£65,000 +Substantial Benefits BASED LONDON/ CZECH REPUBLIC

As a well known and widely respected. international business, this subsidiary of a major US group has established itself as a leading player in the manufacture and distribution of a range of medical products. The Eastern European divisions are experiencing record growth, and, recognising that the future will be realised in export sales, a programme of upgrading both the operational and financial procedures relating to fuese territories is underway. Critical to activities objectives is the appointment of a high calling finance professional who can algorithmatic combinate to this process.

Reporting to the UK based fraction Printpean Miccial. and with a strong functional responsibility to the Group Financial Director, you will play a key rule in implementing the transfer of proven systems into the groups' businesses in the Creen and Shovac Republics. Poland and Russia and provide a strategic input for all key business decision making Creating a culture of commercial awareness, continuing these improven and providing a profit focus will be early priorities for this role. Reviewing and developing the management and application of all IT projects as well as capital expenditure decisions will be additional features. In leading and developing your team, you will coordinate all controls in each location and provide a full operational input to ensure that set objectives and strategies are met in order to ensure the group's

You will be a graduate accountant, aged in your 30's and able to demonstrate a commercial bias through project management. Your skills will have been developed in a pharmaceutical or FMCG business where an international track record will have been achieved. Interested candidates should write to Mark Rowley at Herst Austin Rowley, 30 St. George Street,

enclosing a full CV and HERST AUSTIN quoting reference number HAR0141 Fax: 0171 409 7872. www.herst.co.uk

ROWLEY

CARE DEWN - COLORIDA CHINGA - LOSDOM - MADRED - BARIS - PHILADEL PHILA - SÃO PAULO - WARSAW

"Could you manage the production finance behind the world's number-one brand?"



# **Operations Finance Manager**

**North Dublin** 

ta and have responsibility for providing the pressional and strategic information. This can be regular buggeting and business blanding detailed costing and

bishess blancing detailed costing and ongoing logistics and distribution finance issue. Positionally, there will be significant involvement with treasury menageness. Size requiring materials currency transactions shall sales trained and essignments occur on a day-to-day basis, requiring a hands on, flexible

approach and the ability to "see the wood from the trees".

### Comprehensive Package

Coca-Cola remains unquenchably thirsty - thirsty for more ways to You will be a qualified accountant with several years experience as reach more consumers in more places with more of our products. a controller in a multi-national subsidiary with tight reporting Our factory in Ireland plays a majorated in the process, producing and distributing concentrate to the factory in Ireland plays a majorated in the process, producing and distributing concentrate to the factory in Ireland to the factory in Ireland promotion to our Atlanta to differ the process of internal promotion to our Atlanta to differ the process of internal promotion in the process of internal process of in

a controller in a multi-national subsidiary with tight reporting deadlines with a DS. GAAP taxation legislation and multi-currency environment found, bases strong or fully integrated completers.

We're looking for a high personner with the potential to progress integrationally into adjuger in angle or general management role within 3 years. A Zaol European singuage ability would be a clear advantage and you must be young to move internationally. Any previous integrational defensions about the attractive complete the attractive

Complete the attractive Supportunity. Please apply, enclosing a full CV and remuneration details, to our consultant Jonathan Jones at Jones Christopher. Please quote JC2810 on all correspondence.

Initial interviews will be held in both London and Dublin. Any CVs sent directly to Coca-Cola will be forwarded to Jones Christopher.

# JONES • CHRISTOPHER

Jones Christopher, 4th Floor, Linen Hall, 162-168 Regent Street, London W1R 5TB. Tel: 0171 306 3202. Fax: 0171 734 6280

## GROUP FINANCIAL CONTROLLER

### North London

c £45 + Bonus

The Group Focused on sales and marketing of specialist chemical products, the Group has grown since

its foundation in 1980 into a world-wide organisation with a turnover in excess of US\$ 100 million. This is a new position based at the Group Head Office in North London reporting

directly to the Board.

- The position Management and development of the Group finance departments and computer systems in the UK and overseas.
- Responsibility for the production, analysis and consultation of periodical accounts for
- Maintaining relationship with the Group's Banks, Auditors and Professional Advisers.
- Ensure compliance with statutory and fiscal requirements in the UK and Overseas including Eastern Europe.
- Treasury and credit management including currency risk and monitoring of large contracts to minimise exposure within commercial constraints.

Will be a qualified Accountant with 15 years post qualification experience, excellent communication and interpersonal skills. They will display initiative and the ability to generate respect and confidence from colleagues at all levels.

Please write with full career and salary details to H J Smith at BRAL Ltd

12 York Gate, London NW1 4QS

BRAL

c £35,000



On January 1 1998, the Performing Right Society (PRS) and the Mechanical Copyright Protection Society (MCPS), the two leading music royalty collection businesses in the UK, plan to form an operational alliance. The alliance will represent the vast majority of owners of music in the UK and will negotiate on their behalf to ensure that they are properly rewarded for the recording and performance of their music. The alliance will employ over 1000 people and turnover is estimated at around £400 million. The formation of the alliance has led to the requirement for three high calibre professionals to provide leadership in the finance division, based in South London.



Michael Page Finance

# Opportunities in the Music Industry

South London

# Collections

Reporting to the Chief Accountant and leading a team of nine, the Collections Accountant will take le responsibility for managing the accounting for \$240 million of royalties collected by MCPS. This will involve monthly accounting, management reporting budgeting and forecasting of UK and International royalty collection. The Collections Accountant will also take responsibility for the management of the company's overseas banking arrangements ongoing development of the UK function. Reference 357832

Accountant

### **Distributions** Accountant

Reporting to the Chief Accountant and man team of ten, the Distributions Accountant will take lead responsibility for the distribution of £240 million of royalties to MCPS members. This will involve monthly and statutory reporting, planning, budgeting and cashflow forecasting of royalty payments. The Distributions Accountant will also take responsibility for liaising with customers to ensure the highest standards of service provision. Reference 358859

### Revenue Manager

Reporting to the Chief Accountant and managing a team of 30, the Revenue Manager will take lead responsibility for managing the flow of £240 million royalties from copyright users to facilitate timely distribution to members. This will involve the nanagement and development of high volume transaction processing systems. The Revenue Manager will also liaise with customers to resolve problems and keep them aware of new developm Reference 357831

Each role requires a graduate finance professional who has the capability to manage people in a dynamic and challenging environment. The successful candidates will demonstrate broad based technical ability and, crucially, strong communication skills. A sense of fun and high energy levels are more important than previous music industry experience, although some knowledge of international tax or a major European language would be an advantage. Applicants for the Collections Accountant and Distributions

If you believe you have the qualities which these roles demand, then please write enclosing a full CV and quoting the appropriate reference number(s) to Stephen Ruth Michael Page Finance, Page House, 39-41 Parker Street, London WC2B 5LN.

# **Outstanding Opportunities Excellent Packages**

ABB is a global \$34 billion group serving electric power generation, transmission and distribution, industrial and the rail and transportation markets. Our elient, ABB Steward is a £120 million turnover multi-discipline building services engineering company providing complete solutions in mechanical and electrical contracting, climate systems and building service throughout the UK. **Accounting Controller** 

### **Divisional Controllers** West London (Ref 358561) & Manchester (Ref 358595)

- These newly created roles will support the general managers in the day-to-day running of the divisions, ensuring that appropriate financial and management controls exist and that
- good quality information is available to divisional management on a timely basis. You will take an active role in the tendering process and support budgeting and forecasting. You will be responsible for a small finance ream and work closely with project managers
- and the company's Business Controller. Likely to be a qualified accountant, you must have excellent commercial awareness with experience of operating in a large group environment. Project based experience in a quality organisation will be an advantage; first class interpersonal skills will be a pre-requisite.

Parker Street, London WC2B 5LN, quoting the appropriate reference number-

### proprietary management information systems into the largest division of the company. You will ensure that key financial processes are reviewed and revised to meet business

 You will be a qualified accountant with experience of operating in a group environ First class interpersonal skills and the ability to create and motivate a focused and high

Reporting to the Business Controller, you will be responsible for the implementation of

West London (Ref 358312)

performing team are pre-requisites. Proven experience of successful systems implementation is ea JD Edwards software an advantage.

Interested candidates should apply in writing (including a daytime telephone



Michael Page Finance

### **BUCHLER PHILLIPS** TRAYNOR

Chartered accountants specialising in Corporate Recovery and insolvency.

Due to rapid expansion in our Manchester, Preston. Leeds, Sheffield and Birmingham offices, the following opportunities are available to high calibre candidates.

## Corporate Recovery Managers

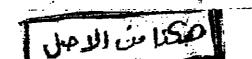
The candidates should have at least 5 years experience dealing with all aspects of corporate recovery and insolvency work. Ideally applicants will either be Chartered Accountants and/or a Licensed Insolvency Practitioners. However candidates with a suitable level of hands-on experience will also be considered.

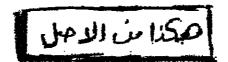
## All levels of Administrators

The candidates should be experienced in corporate insolvency work particularly with a good knowledge of receiverships and liquidations or personal insolvency.

Please apply in writing enclosing curriculum vitae to Joanne Sharpe at Buchler Phillips Traynor, Elliot House, 151 Deansgate, Manchester, BUCHLER PHILLIPS
M3 3BP, or telephone on \*\*COVERT AND RECOVERTANCETION\*\* (0161) 839 0900.







# Chief Internal Auditor

Heathrow Excellent Package

British Airways remains at the forefront of the airline industry and is totally committed to maintaining high levels of business efficiency and ner service. Its impressive route network has been enhanced by several strategic alliances that will strengthen an already commanding

The Internal Audit Department, consisting of 37 professional staff, has a positive profile gained within this demanding, fast-moving vironment. Reporting to the Group Finance Director and Audit nittee, the Chief Internal Auditor will lead and manage a tment focused on delivering the following key tasks:

www.british-airways.com

efficiencies and cost savines, and facilitate well-controlled change

Providing assistance on special projects including due diligence reviews, benchmarking activities, control risk

The successful candidate will be an accomplished leader and nanager with senior level internal audit experience gained in a large. blue chip multinational. Sound commercial acumen, strong skills are essential in order to create a strong and sustained impact within this successful and demanding organisation.

The comprehensive remuneration package will reflect the importance of this position.

Please send a full CV in confidence to GKRS, 86 Jermyn Street, London SW1Y 6/D, (Tel: 0171 468 3800), quoting reference number 735) on both letter and envelope, and including details of

> BRITISH AIRWAYS The world's favourite airline

# DIRECTOR - PLANNING & ANALYSIS

European Growth

South West

£50-60,000

car, benefits

A market leader, with an impressive portfolio of international brands, our client has a strong and growing presence in Europe.

A key role (resulting from an internal promotion) in exciting European developments, current and planned, you will:

Co-ordinate all planning activities including budgeting and 3 year plans

Liaise with operating companies on essential strategic financial objectives

Track and review business performance, challenging and redirecting as appropriate

 Ad hoc projects associated with growth and development as well as acting as Deputy to the European Finance Director

The above responsibilities will demand you use business as well as financial analysis to review and challenge both trends and performance. A qualified Accountant you will have worked at operating company level and thereby appreciate the issues you will be reviewing. Commercially astute, you must be able to think creatively and question in a practical and relevant manner. Your communication and influencing skills must therefore be developed to the highest levels and your relationship building skills capable of operating across cultural boundaries. PC modelling skills are likewise essential and a second European language is desirable but not vital. Leadership skills will be crucial for your future moves within the group.

Interested candidates should write with full CV, quoting current rewards package to Karen Wilson, Hoggett Bowers, 7-9 Bream's Buildings, Chancery Lane, London EC4A 1DY. Tel: 0171 430 9000, Fax: 0171 405 5995, quoting ref: HKW/12731/FT.

Hoggett Bowers



TO £80K + FULL BENEFITS



# FINANCIAL CONTROLLER: SUPPLY MANAGEMENT

LONDON

Over the past 12 years BT has undergone an amazing transition from state owned monopoly to highly competitive global telecommunications company. This has been achieved not only by their commitment to meeting customer needs and by maintaining their position as an innovative product supplier, but by employing people who have the commitment, motivation and drive to take them towards their vision of becoming the most successful worldwide telecommunications group.

The telecommunications market is one of the fastest growing and most exciting markets to work in. Advances in technology have broken down communications barriers and we now use communications services which were

Constant investment in technological advances and in overseas markets has enabled BT to maintain its high level of performance. Since BT was privatised at least \$27 billion has been spent on modernising their core telecommunications network. This equates to £450 for every man, woman and child in the United Kingdom.

An outstanding opportunity now exists within the Networks and Systems Finance team for an individual to take responsibility for the financial management and control of Supply Management operations. With an annual purchasing spend of £3bn this business unit are engaged in some of the most commercially challenging responsibilities within the group, Operations encompass areas such as Procurement, the logistics of internal distribution and stipply chain management.

Key tasks include the following

- Supporting the Director of Supply Management by providing creative, comprehensive and commercially orientated financial advice.
- Proactively managing the fingue is planning and control processes, maintaining budgetary control and exploiting areas of potential value add.
- Leadership and Management of financial and commercial operations Initiating and managing significant cost savings projects.
  - The successful candidate will have a proven record of dynamic leadership, be

able to demonstrate a high degree of commercial acumen and is likely to have had high level exposure in organisations that have experienced considerable

You will be a "hands-on" proactive individual with the ability to innovate in a highly competitive and rapidly changing environment. It is essential that the ability to influence peers and colleagues is combined with a preparedness to establish a clear position and make key operational and strategic decisions. This represents a superb opportunity for a highly talented individual to

contribute to one of the most successful organisations of its kind. BT's greatest assets are the ingenuity, skills and talents of the people they employ.

interested applicants should apply to David Magowan enclosing an updated CV at Robert Walters Associates, 10 Bedford Street, London WC2E 9HE. Tel: +44 171 379 3333, Fax: +44 171 915 8714.

E-mail: david.magowan@robertwalters.com



ndustry

Marger

18 18 8 W







Price Waterhouse



EXECUTIVE SEARCH & SELECTION

# Director of Finance

Can you initiate real change in working practices and ethos? Substantial six figure package Dorking, Surrey

Friends Provident has enjoyed even greater success in the last year - something that can be attributed to a combination of customer confidence and a determination to excel at all levels. The appointment of a new Chief Executive, together with ambittous growth plans, has energised and focused the senior management

The demands on the finance function are increasing and will continue to do so. The key to this role is to ensure that those demands are accurately predicted, planned for and delivered. But to get there, you will need to effect considerable cultural change, both in standards and expectations of your own team, and in the perceptions of colleagues and advisors.

Clearly you will need to be a credible, talented leader one who commands respect and elicits co-operation from everyone. Your own energy will not only inspire and motivate the team, it should also kindle ambition and sharpen the professionalism of all those involved. Perceptive and incisive, your ability to pinpoint difficulties and initiate swift resolutions will be as vital as your willingness to role up your sleeves and get on with the task in hand.

Qualified and with a financial services (possibly even insurance) background, you are technically strong in both accounting and systems. The ability to demonstrate a capability beyond pure accounting is important, not only

in terms of your commercial, business and management skills, but also your effectiveness in handling conflicting priorities, bruised egos and the constant flow of challenges resulting from change. It goes without saying that your communication skills will sparkle whether you're making a board presentation or writing a memo. As a key member of the executive, your contribution to the strategy and direction of this multi-million pound

business will be enormous. For a confidential discussion, call our advising consultants. Charlotte Baker on 0171 939 3025 or Hamish Davidson on 0171 939 3115. Alternatively, write with your career history, convincing us why we should meet and quoting reference H/1784/FT, at:

Executive Search & Selection Price Waterhouse Management Consulting Ltd Southwark Towers 32 London Bridge Street London SE1 9SY

Fax: 0171 378 0647 E-mail: Charlotte\_Baker@Europe.notes.pw.com



# WILLIAM JACKS PLC

# Financial Controller

BERKSHIRE

PACKAGE £40K - 50K

Our client, William Jacks PLC is a long established and highly successful quoted motor group based in South East England with a Malaysian quoted parent. They have two franchises for BMW, Jaguar, Land Rover and Mercedes-Benz and one each for Chrysler Jeep and Rover. They operate BMW and Mercedes-Benz dealer management systems and use Kerridge for all other franchises and sites. They have a clear strategy which is focused on fulfilling the potential of their existing franchises and sites, and to grow in specialist car retailing and servicing while maintaining a high degree of customer care. Following considerable growth and re-development of their sites, they now wish to strengthen the management of their business by recruiting a proactive, forward thinking and highly commercial Financial Controller. Reporting jointly to the

general managers and to Head Office, you will be

accountable for the effective financial management

of a group of profitable dealerships. Key

responsibilities will include financial and

management accounting and reporting, implementation of financial policy and controls, cash flow, budgeting and forecasting as well as staff management and development.

It is essential that you will be a qualified accountant and are highly computer literate. Although industry experience would be an advantage, solid financial management is more important. A "hands on" and "visible" management style as well as the ability to communicate fluently at all levels is essential, as is proven experience of leading and motivating a

Rewards match the demands. If you feel you could make a valuable contribution in this exciting role and want to develop a career within a successful and dynamic organisation, then please write describing how you believe you meet the above criteria to: Suzanne Dobinson, Management Consultancy Division, Robson Rhodes, 186 City Road, London

ROBSON RHODES

Chartered Accountants

KUWAIT **PETROLEUM** 

INNOVATIVE RECENTLY QUALIFIED ACCOUNTANT



c. DFL 100k+ CAR

Kuwait Petroleum is an international energy group with a significant presence in the European trading area. The main European companies were formed in the mid-1980s and through a series of strategic acquisitions have become important players in the market for petroleum and related products. The group has a long-term commitment to operations in both the UK and mainland Europe.

To help satisfy management needs for improved financial controls in part of its European operation (Benefux, UK and France) the Audit Department has created this opportunity for a qualified accountant to be involved in systems and management review across the spectrum of group operations. This is a developmental role and is clearly seen as a

Applications are invited from recently qualified accountants who have large firm experience and are making either, their first move into commerce, or have already left public practice but are looking for a more rewarding career. Candidates must have an excellent command of both the English and Dutch languages while a good knowledge of French would be an advantage. In addition to the salary and a car, the competitive benefits package includes a pension scheme and

Interested candidates should write to the Audit Manager, Burgan House, The Causeway, Staines, Middlesex, TW18 3PA England; or telephone 00 44 1784 467635 for a preliminary discussion.

This senior role presents an excellent opportunity to join a \$multi-billion financial services world leader at a critical stage of growth. Competing in domestic markets, the business offers a seven days a week, centralised service with highly sophisticated systems and fast response guarantees. This is an intensely competitive market, and the new FD will be part of a senior management team whose task is to realise the full potential of this business.

This is a commercial role with emphasis upon developing a profitable portfolio of products. Excellent long range forecasting, analysis and controller-ship experience is essential, as is an impressive ability to negotiate. Candidates should be qualified accountants with IT literacy and a financial services background. Exposure to US accounting and reporting procedures would be ideal. Personal qualities will include leadership and drive; a commanding presence and a natural ability to influence are critical. Career opportunities within this

international organisation are excellent und arccess in the role will lead to early promotion. Interested applicants should send a detailed CV quoting current salary and reference 2719/FT.

WICKLAND

Wickland Westcott & Partners, I Teejay Court, 50/52 Alderley Road, Wilmslow, Cheshire SK9 INT. Telephone (01625) 532446 Fax (01625) 533976 SEARCH, SELECTION & ASSESSMENT A Division of Mercer Richardson & Partners Limited

# **Chief Financial Officer**

## Czech Republic

18

\$ Excellent

GE Capital is one of the world's largest and most successful financial services companies and part of GE's \$70 billion global enterprise. In Europe, GE Capital's core businesses range from credit cards to equity capital, sircraft leasing to real estate and employ more than 15,000 people. In the past few years, GE Capital has acquired an average of one European company every fortnight and expects to grow further still. AFS, a leading provider of financial services across the automotive industry, has recently extended its European presence through an acquisition in the Czech Republic.

Reporting to the General Manager, the CFO's initial role will focus on the processes and integration strategy for the acquired company's transition, working with the GE Corporate Finance functions, auditors and adquarters in Europe and America. Responsibilities will include managing the finance function, co-ordinating corporate treasury and ensuring the financial systems are accurate, timely and adhere to GE and Crech requirements and standards. Addition you will be involved in assessing further

This is a senior position extending across all discipline of the business, therefore you will demonstrate very and solid all round commercial skills. As a result of the acquisition, the position requires a self-starter to be a core part of the management team from the outset. You will be a qualified accountant with international ent experience, ideally in financial services. preferably speak Czech and have outstanding

In return, GE Capital offers unrivalled interna opportunities and the chance to join one of the world's ost successful companies in one of the world's fastest

If you are looking to pursue a formidable career in a dynamic region, send your CV (in strictest confidence and quoting reference 349529) to Michelle Sochor, Michael Page Eastern Europe, Page House, 39-41 Parker Street. London WC2B 5LN, UK or fax on +44 171 404 6370. Alternatively. telephone on +44 171 269 2383.

Michael Page Eastern Europe

# International Business Analyst

### FOR ONE OF SCOTLAND'S TOP 50 COMPANIES

### Glasgow

£Neg

One of Scotland's leading public companies, with trading interests in 10 countries around the world, is looking to appoint an International Business Analyst to join its small corporate team based at its Glasgow Headquarters.

The International Business Analyst will be identifying and recommending ways to improve performance by creating, implementing and monitoring various performance indicators throughout our Client's network of overseas subsidiary companies.

He/she will also undertake various ad-hoc assignments in relation to Group merger and acquisition activity and, as required, deputise for subsidiary Company Finance

Risk management, the safeguarding of Company assets and ensuring compliance with legal, ethical and accounting standards will form the third key element of

To take advantage of this opportunity you will be a graduate, probably in your late 30s, CA or CIMA qualified. You will have an audit background and experience as a Business Controller. Experience of working overseas, ideally in a developing country, would be helpful, but the main requirement will be your strong analytical, modelling and technical skills.

In the first 2 years, the job would involve significant travel. Thereafter, the prospects within the Group are excellent

In addition to an attractive salary, the company offers a bonus, car, pension and relocation expenses.

Offices in: London, Edinburgh, Glasgow



EH2 2JG. (Fax: 0131 226 5110).

# Finance Director - FMCG

## Yorkshire

## To £60,000 + Incentives + Benefits

Our client is a highly visible subsidiary of a major listed food group. The company has a turnover of £100m+ and is a leader in its sector with a portfolio of household recognised brands. A dynamic, young management team has achieved significant market penetration in branded and own label ranges and the company has ambitious plans to meet customer expectation.

The new Finance Director must understand FMCG, make an immediate impact and have the breadth to take on a wider management role. The appointed candidate will have full responsibility for the finance and IT function and ideally will have experience of modern manufacturing methods, MRPII or major systems development.

Candidates should be qualified accountants with a good academic pedigree who ideally will have experience in a FMCG or retail environment. This is a high profile role in a successful group with outstanding career prospects.

Please send a comprehensive CV, detailing full remuneration package, and quoting reference 70605. SPEIRHEAD

5 LISBON SQUARE, LEEDS, WEST YORKSHIRE LSI 4LY. TELEPHONE: 0113 244 3300



## FINANCE DIRECTOR

STRONG COMMERCIAL POCUS - CONSULTANCY BUSINESS

## LONDON (WEST END)

c. \$55,000 + BENEFITS

- Pivotal role within a leading consultancy providing corporate fraud investigative and related services. Poised for major growth over next three to five years. Worldwide interests. Prestigious international client base. Subsidiary of a major UK pic.
- Significant scope to develop in this role. Overall brief to strengthen and upgrade quality of financial management in core UK operation and international subsidiaries, and to act as business partner to the new executive team recruited to spearhead growth and rapid expansion from its current c.£15 million turnover.
- Initial focus will include developing existing controls and disciplines, implementing new accounting systems and introducing greater

e apply in writing quoting reference 1440 with full carter and salary details to: Phil Bainbridge Whitehead Selection
11 Hill Street, London W1X 888 Tel: 0171 290 2084

financial awareness throughout the consulting

- Excellent career move for a commercial. qualified accountant probably aged 35+ with a record of enhancing business efficiency and performance at operating company level through
- strong financial leadership. First hand exposure of turning around underperforming operations, ideally with experience of time based billing systems. Detail minded, first class IT skills. Able to operate without large company resources.
- Skilled influencer, resilient and action orientated. Adaptable personality. Sympathetic to the unique demands of a professional services culture, but single-minded in the pursuit of rigorous financial and operational standards.



# Recently Qualified ACA's

# ...with ambition & potential to become General Managers

### c.£35,000 + Car + Benefits

Our client is the UK's market leader in food distribution. fish sourcing and processing and agribusiness, yet their influence is not confined to this country. Today they are a 45 billion business with a customer base that spans more than 85 countries worldwide.

For talented ACAs, the possibilities are almost limitless:not least because you could be sponsored to gain an MBA. The one proviso is that you can excel in the demanding and varied role in Corporate Audit and have significant long-term career potential.

The role will give you exceptionally broad financial and commercial experience. You will work closely with the Directors and Senior Managers of our client's subsidiary companies, focusing on areas where business risk is at its

### South Buckinghamshire

involvement in a wide range of projects from financial analysis and review, control assessments and post investment appraisals will ensure you gain exposure to all the Group's activities, including overseas joint ventures and major new initiatives.

Add to this the opportunity of international travel and the prospect of a head office or subsidiary appointment once you have proved yourself, then it is clear that this is a

To gain a place, you should be a recently qualified ACA from a major audit firm with approximately two years' PQE. You will need ambition, an inspiring personality and the cradibility to argue your case with senior managers. A good grasp of one or more European languages and an understanding of IT systems auditing would also be beneficial.

e send full cv, stating salary, ref LG705C4/R, to NBS, 54 Jerrnyn Street, London SW1Y 6LX Fax 0171 409 0447 or call Tel 0171 493 6392

Relocation assistance will be available if required.

A BNB Resources plc company

# Finance & **Commercial Director** Warner/Oasis Holidays

Hemel Hempstead c£55,000 + car & benefits



Senior financial post within leading leisure Group

Rapidly growing holiday brands . . . focusing on short breaks (Warner) and newly launched countryside vacations concept (Oasis). Key strategic business of Rank Group, the £2bn international leisure and entertainment specialist with major investment plans.

Work closely with Managing Director . . . providing comprehensive, broad based financial services for c£100m operation, including coordination of strategic plan, annual budgets and capex proposals. Assist in M&A investigations. Monitor achievement against performance milestones and provide accurate financial perspective, Identify and develop commercial opportunities. Lead and develop a team of seven.

Graduate calibre, qualified accountant . . . currently with a quality, ideally branded, multisite organisation; familiar with dynamics of high volume customer base. Highly commercial, with proven line management ability. Well developed IT literacy as important as first class interpersonal, communication and presentation skills.

> by sending your CV, quoting reference R97168 and stating current salary



B-I-Recruiting London SW1H 9AA Fax: 0171 222 8838

**B-I-RECRUITING** 

# FINANCE DIRECTOR

## LOGISTICS

c£60,000 + Bonus + Car

MIDLANDS

This pan-European market leader in bulk logistics, with turnover exceeding £100 million, is backed by the strength and resources of a successful PLC. With an impressive list of demanding, blue-chip customers, it is poised for further growth into Continental Europe.

Working closely with the Managing Director, you will play a key commercial role on the dynamic senior management team, driving the strategic direction of the business and quantifying risk in this growth culture. Leading a strong finance team of fourteen in the UK and Continental Europe, your responsibilities will cover financial planning, control and information systems, but you will be closely involved in the overall management of the business and will be expected to contribute to major commercial decisions.

A qualified accountant, you will have Continental European experience - ideally gained in such sectors as logistics, transport or industrial services, almost certainly within a multi-site operation. You must be thoroughly commercial with Interpersonal and communication skills of the highest order to enable you to make an effective contribution at a strategic level in this demanding team environment. Fluency in a second European language would be a

Please reply in confidence, enclosing your CV and current salary details to Joelle Warren at Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester M3 2LF. Tel: 0161-839 2000. Fax: 0161-839 0064, quoting ref: FT9004. Visit our web site at http://www.dopjobs.net/howgate



## **Howgate Sable**

- & PARTNERS

EXECUTIVE SEARCH AND SELECTION

## **HEAD OF INTERNAL AUDIT**

London

to £40,000

+ Benefits

+ Car

community services. Established in 1853, year enjoyed revenues of over £20 billion. A UK subsidiary of the French based international transport group CGEA, part of CGE, Connex Rail Ltd recently won the franchise to operate two major passenger rail services in the UK; Connex South Central and Connex South Eastern. They are committed to investing :£435million in new trains, improved

services and enhanced station facilities and raising the profile of the organisation to that of a highly efficient, customer connex focused service business.

As a result of this transfer of ownership coupled with a redesign of the organisational structure. Connex is now A Member of the COSA Group seeking to appoint a Head of Internal

Compagnie Générale des Eaux (CGE) is a Audit. You will be instrumental in shaping world leader in the provision of the department for the future and will lead and direct the audit of all activities their businesses embrace transportation, and operations of Connex. Key tasks will energy, telecommunications, construction, include the evaluation and improvement water and waste management. They of internal controls and procedures, the employ some 219,000 people and last design of risk assessment models and the review of current audit methods as well as the development of computer system based audits.

To succeed in this high profile and demanding role you will be a qualified accountant with at least 3 years' POE. You will currently be heading up an internal audit team (or be a strong number two): alternatively you will be managing audit teams within a professional firm and seeking to move into commerce. A natural leader, you will exhibit excellent organisational skills coupled with the ability to forge strong relationships at all levels both internally and externally. Prospects are excellent within Connex as well as within CGE.

Interested applicants should apply to Robert Macmillian, stating current remuneration and quoting reference number UKR110291 at Nicholson International, Bracton House, 34-36 High Holborn, London WCIV 6AS Alternatively fax your CV on 0171 404 8128 or email: rober@nicholsoninti.com

NICHOLSON INTERNATIONAL

# Where nothing is at all sacred

Stephen Pettitt meets a success story of the Almeida

y common consent two Almeida Opera Festivals were the performances of Giorgio Battis- every dimension. The auditelli's 1981 "work of imaginary music", Experimentum Mundi, involving the partici-pation of Italian artisans. So captivating was this work tains that the theme of that the Almeida saw Sattis- incest in the text is very telli back to Rome with a strong - "It's not easy on the commission for a new work. audience. Many families The result is *The Cenci*, the really live this drama" – *The* latest in a lengthening stream of impressive musictheatre pieces which in the 1990s alone has included Keplers Traum (1990), the Pasolini-inspired Teorema hope it's possible also to (1992) and a work on Fellidetect a little irony," says ni's film, Prova d'Orchestra

**(**,

Based on Artaud's 1935 The relationship betplay written for his experimental Theatre of Cruelty. The Cenci's subject is the incestuous relationship historical fact - between the 16th century nobleman power too. Perhaps she likes Cenci and his daughter Beatrice and her subsequent some way." successful plot to have him

assassinated. Artaud's theatre, through a brutal and daring mix of tion art, is its most overtly myth, ritual and magic, aspired to be as real as the story itself. Battistelli's audience can go back inside objective in this work. scored for four actors rather than singers, is similar, as he explained to me during a

rehearsal break. The piece is not classical theatre, and it's not opera. It's very interesting, treading this path between two classical dimensions. Much experimental theatre a few years ago was theatre without voices. In The Cenci, we have voices, but behind them we have very sophisticated technology.

behind him, worked with

Alan Jay Lerner on a politi-

cised musical, 1600 Pennsyl-

vania Avenue, the Washing-

ton address of the White

House. The show would pre-

monument, but by meton-

ymy it would become a history of the American presi-

dency, partly satirical, and

with special reference to the

condition of black Ameri-

cans: this was, of course,

Bernstein's "radical chic"

Easy enough to under-

stand why Bernstein and

Lerner might initially think

The voices are amplified. the outstanding interacting with the music, successes of the last and the sound is trans-

formed by computer. "The microphones amplify ence can listen to changes in the face, in the body." The effect, he says, is dramatic.

Although Battistelli main-Cenci ventures beyond the subject. It is about the abuse of power, and about hypocrisy, as relevant now as in the period of the story. "I

ween Cenci and his daughter is ambiguous. He is her father but he shows her that she has sex appeal, and that gives her being attractive to him in The second part of The

Cenci, when the stage becomes a piece of installaradical aspect. "We pause for in October in Bremen, is less 30 minutes and then the the theatre in small groups to explore the stage. We a new question, a new probhave many hidden sensors and when you touch them you hear a part of the sound of the opera, a fragment from the memory. So we can listen to everything, touch everything. Nothing is sacred. You can be in the same space where the drama was. So you have more sense of its reality."

Battistelli claims that his next theatrical work, Die

unworkable. Four years

later, after countless desper-

ate and probably Pyrrhic

rewritings, the show opened

on Broadway, bombed, and

Over the next few years,

that 1600 Pennsulpania Ave-

nue was not just dead but

ter numbers in new concert-

extinct, by recycling its bet-

pieces. Last Wednesday.

however. Kent Nagano and

the London Symphony cat-

ered to the curiosity of

Bernstein fans by resurrect-

ing a version of the original

show at the Barbican, billed

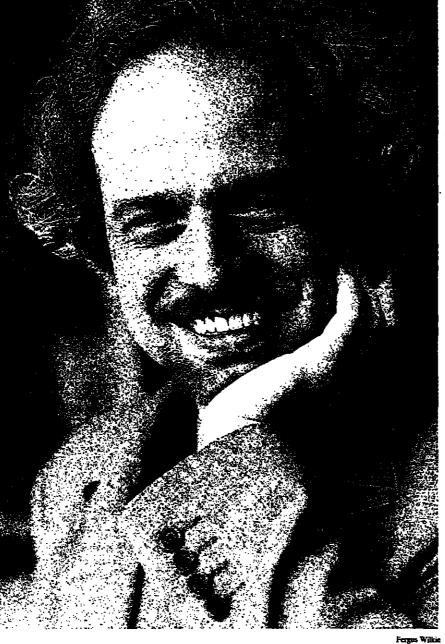
as the "world premiere" of

closed within a week.

rom 1972 Leonard believing it, when every suc-

tend to be a history of that Bernstein tacitly admitted

they had an idea worth A White House Cantata.



Giorgio Battistelli: 'The audience can listen to changes in the face, in the body'

samkeit, based on a novel by have something of this. And Sten Nadolny and to be seen that is not good." experimental. Experimentalism nevertheless remains his hallmark. Each opera poses iem, he says. "I cannot write two works with the same technique. Perhaps with the same poetic and aesthetic sensibilities. But the strategy must change in order to

"Twenty-five years ago, Pasolini caused a scandal when he said there is no difference between the fascist side and the communist side because they both prized uniformity. In music, we still important administrative invention. That is all."

City of London Festival / David Murray

Old Bernstein, new Tavener

rejected before the show

opened), but shorn of the

linking action. There, the

two leading couples, who

sing respectively all the

Presidents and First Ladies

and a brace of down-

through-the-ages black ser-

vants, stepped out of their

roles to play themselves as

With that strand removed.

the "cantata" we heard was

only a string of historical

sometimes earnest, some

with scraps of dialogue

attached. It ranged from sol-

emn anthems to wistful

solos to razzmatazz show-

numbers – three or four rea-

vignettes: sometimes jokey,

cessive draft proved torical" scenes (some

find a new imagination.

There is another opera on the way, commissioned for the 1998 Maggio Musicale in Florence and based on the early 20th century experi-

mental novelist Raymond Roussel's Impressions D'Afrique. But Battistelli is anxious to reassure me that he also writes abstract music. "It's strange. All of my pieces, abstract and theatrical, start from a literary con-

nection. I always think in terms of drama." Lately the composer's burgeoning reputation through-

stein's nifty syncor

Nagano was deft with

those. Dietrich Henschel and

Nancy Gustafson sang the

presidential couples with a

sounded quite at home:

Thomas Young and Jacque-

line Miura were fine as the

long-suffering blacks, and

though neither

he has held the politically sensitive reins of the Montepulciano Cantiere in Tuscany, succeeding his friend Hans Werner Henze, though this year he took a year out. And since 1996 he has been

artistic director of the Orchestra della Toscana, "the best chamber orchestra in Italy". I put it to him, only half joking, that he now has plenty of opportunity for wielding undue power and influence. "Well, I don't like to play the little pope. I prefer to give friends, composers, colleagues, a good opporout Europe has brought him tunity to make some

Smithfield's ancient church

The centreniece was Tave-

ner's new Quartet no. 3.

ment, lasting well over half

an hour, consists of many

soulful ones are variously

marked "solemn and radi-

ant", "serene, eternal" and

short sections. The slow.

## Theatre / Ian Shuttleworth

# A summer holiday with trimmings

ve not experienced such disappointment at a musical since the 1991 opening of Joseph and The Amazing Technicolor Dreamcoat. It is the disappointment of expecting even, to be brutally frank. hoping - to loathe a show, and finding that the damned thing will not permit it. You see, *Summer Holiday* is great Admittedly the press night had the added attraction of

Sir Cliff Richard and the

Blessed Una Stubbs bringing the audience to its feet as they entered the stalls (I half expected the band to strike up The Young Ones as if it was a national anthem), and causing a 20-minute delay in the curtain going up as a stream of supplicants thronged around their seats. But the show itself - at 2hrs 45mins, an hour longer than the 1963 film which inspired it – is really quite delightful. The story of the four mechanics who convert a London bus for a trans-Europe jaunt, picking up on the way a girl singing trio and

an American teen idol on the run from her harridan mother, allows director/designer Ultz to go to town in fact, to go to several towns - on the visuals. Few other designers could get away with putting a fullsized double-decker on stage, and he throws in a 1960s bubble car and a polka dot painted Morris Minor into the bargain. His set, also including a stage-wide truck on which anything can be wheeled in, from a Neapolitan wedding party to an entire dance routine repre- low-camp with current sensi-



Genuine: Darren Day

senting a Swiss clock striking the hour, is big and exuberant, but complements the atmosphere of the show. As Don - all right, let's be honest, as Sir Cliff - Darren Day radiates genuine enjoyment. At one point on Tuesday night, the audience whoops which greeted his appearance clad only in a bath towel led him to grin, "T've forgotten me lines now!"; the moment certainly looked unrehearsed, an impression bolstered by his mumbled, "Sorry about this, Mum". Day has boy-nextdoor charm in abundance, and a singing voice frighten-

ingly like that of Sir Cliff. He and his comrades (Rene Sagger, Mark McGee and consummate hoofer Darren J. Bennett) come over as a clean-cut boy band, white standing by the end. jeans and all, epitomising the work of adaptors Michael Gyngell and Mark Haddigan in trying to blend 1960s

bilities. Some of the jokes are plainly anachronistic. but it hardly matters; nor do Day's outbreaks of contempotary pop mannerism such as raising his index and little fingers into the air - a "Hornéd One" salute? What would Sir Cliff think? Other Cliff hits, such as "Move It" and "Travellin' Light", are astutely stitched into the proceedings alongside numbers from the film itself.

Clare Buckfield as love interest Barbara has all the requisite wide-eyed gee-whizzery; as her mother, Hilary O'Neil is a beehived panto villainess who appears to be wearing a mink on each eye. The only cloud on the sunny horizon is Ross King as business manager Wallace. quickly becomes wearing; he gets (or gives himself) all the snappiest lines, and as Carlyle remarked of Thomas Macaulay, he is "well for a while, but one wouldn't live

under Niagara". I still object on principle to planned encores, especially 15-minute ones such as this, albeit including a guest appearance of Sir Cliff; if actors need a fresh costume change for a curtain call, things have probably gone too far. Nevertheless, Summer Holiday makes for an evening of wholesome, enjoyable, low-fat cheese; I earned an affable rebuke from Christopher Biggins for being one of the few not

Labatt's Apollo Hammersmith, London W6, until September 20 (0171-416

# Opera / Richard Fairman

# Manon at the Bastille

If ever an opera was writsoprano. Massenet's cal competence one knew to Leech sang Des Grieux's Manon is the one. With its expect. Her French was music with force where necmany solo opportunities, its excellent and the Massenet essary, but no obvious feel-rags-to-riches and back story style sounded as though it ing for its romantic French and its glittering scenes of has been thoroughly style. Jean-Luc Chaignaud Parisian high society, this is absorbed, not merely sprina role in which every singer kled on later like a French ing veteran tenor Michel would love to score a success dressing. The music was Senechal in a wickedly spite-and in its home city of caressed with a sensuous ful cameo as Guillot de Mor-Paris one just has.

ingers bave failed to win the international recognition French soprano was on the receiving end of the cheers and applause. But this new production at the Opera Bastille belonged to Renée Fleming, the latest in a line of American sopranos who seem to be going for world

Manon, almost all of which she spends on stage. Fleming hardly put a foot wrong. Let doubt at the outset: although vouthful and attractive, she does not look the delicate 16vear-old who might convincingly sing "je ne suis que faiblesse et fragilité". Fleming settled for an ambitious teenager with an eve for the main chance in the opening scene and came into her own in Act Three, when Manon is

After half a century in portamento here and there, ing scenes. which many fine French while the brilliant showpiece Gavotte was thrown off with

t the Bastille, how-A title pastille, now ever, nothing less will do. We have come a long way from the sort of performance Massenet would have expected for this intimate opera. Monon was In the near four hours of first performed in 1884 at the exquisite Opéra-Comique. where its small scale was designed to feel at home. After almost a century there, it moved to the grander Palais Garnier and has now crossed Paris to the Bastille.

voice of Fleming's size.

a huge harn of a theatre. Big operas by Wagner or Strauss may wallow in this acoustic, but one of the most beautifully detailed of French 19th century scores turned into a grey sludge in the pit, through no apparent fault of the conductor. Gary

Vocally, she offered so Bertini, or the excellent Basten to showcase a star much more than the technitille orchestra. Richard was a punchy Lescaut, leavlegate and even a touch of fontaine to steal any remain-

The production put up effortless high D's. To hear Deflo added jugglers and that they deserved, it would singing with such lightness fire-eaters to the Cours-labe nice to report that a of touch is a delight from a Reine festivities, but that scene looked as lost and colheavy unit set as any of the others. Designer William Orlandi's experiment with a neo-brutalist Manon was always doomed to failure. There were small cuts in Acts One and Five, but the libretto in the programme retained the missing scenes, which was a bit of a give-

in French (for an opera sung in French!) but the truth was that most of the audience were probably grateful, when they could not pick up the words from the stage. Massenet's delightful opera would most likely have been lost in this theatre altogether, if there had not been such a resourceful Manon in

# INTERNATIONAL

## **■ BAD KISSINGEN**

CONCERTS Kissinger Summer Festival Tel: 49-971807110 Barnberger Symphoniker conducted by Gerd Albrecht in a programme of works by Tchaikovsky, Beethoven and Elgar; at the Regentenbau; Jul 11 Barcelona Symphony Orchestra: conducted by Lawrence Foster in works by Gerhard, Shostakovich, Elgar and Mendelissohn; at the Regentenbau; Jul 12

 Barcelona Symphony Orchestra: conducted by Lawrence Foster in a programme of works by Britten, de Falla and Ravel; with piano soloist Daniel Barenboim; at the Regentenbau; Jul 13

**■ CHELTENHAM** Cheltenham Festival Tel: 44-1242-227979 BBC Symphony Orchestra: conducted by Markus Stenz in

grasp how they could go on included nearly all the sonably memorable things, warm, dignified acoustic of plc. Brahms' Symphony No. 2 in D, a new work by Hoyland and Mahler's Songs of a Wayfarer; at the Town Hall; Jul 11 Orchestra and Choir of the Age of Enlightenment: in works by Bach and a speciallycommissioned work by Betty Roe; directed by Paul Nicholson, with

> Hanover Band and Corydon Singers conducted by Matthew Best in works by Wagner, Pärt and Brahms; at Tewkesbury Abbey; Jul 14

soprano Ruth Holton and bass

Peter Harvey; at the Town Hall;

 Bournemouth Symphony Orchestra: conducted by Paul Daniel in works by Brahms, Schwertsik and Mozart, at the Town Hall; Jul 16

 Die Fledermaus: by J Strauss, sung in English by the European Chamber Opera; at the Everyman Theatre: Jul 11

La Bohéme: by Puccini,

performed by the European

Theatre: Jul 12 **■ DROTTNINGHOLM** 

Chamber Opera; at the Everyman

OPERA **Drottningholms Slottsteater** Tel: 46-8-4570600 Euridice: by Jacopo Perl. Swedish premiere. Produced by Karl Duner, designed by Peder Freiij, and conducted by Jakob Lindberg; Jul 11, 12, 15, 16

■ GRAZ

Styriarte Festival Tel: 43-316-825000

Der Graf von Gleichen: its libretto banned by the censor, Schubert's ast opera remained unfinished. By plecing together the fragments and filling in the gaps, contemporary Austrian composer Richard Dünser has created a finished piece, performed here by the Graz Philharmonic Orchestra conducted by Andreas Stoehr, at the Stefaniensaal: Jul 12

■ LONDON DANCE London Çolişeum

Tel: 44-171-632 8300 The Kirov Ballet: Swan Lake casts vary; Jul 11, 12 The Kirov Ballet: Symphony in C/Giselle - Balanchine's masterpiece is staged by John Taras of New York City Ballet, with casts to include all of the Kirov's leading ballerinas; Jul 14,

**EXHIBITIONS** British Museum

Tel: 44-171-636 1555 Arts of Korea: overview of Korean art and archaeology ranging from the Neolithic period to the 19th century. Exhibits include a royal gold crown from the Silla kingdom, early Buddhist manuscripts, Koryŏ ceramics and 18th century landscapes. The

exhibition is scheduled to run until

2000, when it will be replaced by

a new, permanent Korean Gallery. **OPERA** Royal Opera House Tel: 44-171-304 4000

ble narrator. As exhumaing back; the few quick ones "grotesque and greedy",
 "pompous", "vulgar" - do tions go, this one had its bright moments. not. As usual with Tavener, some listeners will be

Die Meistersinger von Nürnberg: Bernard Haitink conducts Graham

Vick's production of Wagner's

opera. John Tomlinson sings the

role of the poet-cobbler Sachs.

The final performance will be the

Garden before the theatre closes

last opera staged at Covent

Henry V: by Shakespeare -

Mark Rylance stars as the young

king in a production directed by Richard Olivier and designed by

Shakespeare - directed by David

Jenny Tiramani; in repertory

The Old Vic Tel: 44-171-928

The Seaguil: by Anton Chekhov,

in a version by Tom Stoppard

directed by Peter Hall. Felicity

Kendall is Madame Arkadina,

Timothy West her unhappy son,

Michael Pennington her lover, In

The Winter's Tale: by

Freeman; in repertory

■ NEW YORK

Tel; 1-212-875 5030

Lincoln Center Festival 97

video artists in a special

expanded version of Tone

Ornette Coleman and Prime

Time with dancers, rapper and

Dialling, at the Avery Fisher Hall;

Avery Fisher Hall. Kurt Masur

by Henze and Wagner. With

for renovation; Jul 12

Shakespeare's Globe Tel: 44-171-401 9919

THEATRE

repertory

CONCERTS

Jul 11

enlivened only by Bern- of Saint Bartholomew-the-

The City of London Festival continued on Thursday with the Chilingirian Quarmoved and edified, while tet. Their programme -becalmed but "spiritual" others think it just devout kitsch. music by Arvo Part and John Tavener - was heard to maximal advantage in the

Chilingirian concert sponsored by the Energy Group

at her dazzling height. soprano Deborah Volgt; Jul 12, 14 Tel: 1-505-986 5900

THEATRE Lincoln Center Festival 97

 Les Danaïdes: US premiere of Silviu Purcarete's reconstruction of Aeschvius' 470 BC tetralogy. Performed in French with English supertities; Damrosch Park, 62nd St near Amsterdam Ave; to Jul 20

● Woza Afrika: After Apartheid: four different programmes of South African township plays, intended to illustrate the changes which have taken place over the past ten years. Presented at the John Jay College Theater and LaGuardia Theater; to Jul 27

DANCE

Gamler Tel: 33-1-43439696 Svivia: new version, with fresh

Bastifle Tel: 33-1-44731300 Rigoletto: James Conion conducts Jérôme Savary's by Michel Lebois; Jul 11, 15

 New York Philiharmonic at the conducts a programme of works OPERA Santa Fe Opera

Tel: 1-212-875 5030

**■ PARIS** 

Opéra National de Paris, Palais choreography by John Neumeier, to music by Delibes; Jul 11, 12,

Opéra National de Paris, Opéra

staging of Verdi's opera, with sets Manon: by Massenet. Musical director Gary Bertini presides over a staging by Gilbert Deflo, with designs by William Orlandi; Jul 12

■ SANTA FE

 Cosi Fan Tutte: Kenneth Montgomery conducts Mozart's opera, sung in English, in a new production directed by Nicolette Molner and designed by Bruno Schwengt; Jul 11

 Semele: new production of Handel's opera, conducted by John Nelson and directed by John Copiey. Elizabeth Futral sings the title role; Jul 12

**■ TANGLEWOOD** CONCERTS Tangiewood Festival

Tel: 1-617-931 2000 Seiji Ozawa: conducts the Boston Symphony Orchestra in a programme of works by Brahms, vith violin soloist Maxim Vengerov; the Shed; Jul 11

 The Leonard Bernstein Memorial Concert: Robert Spano conducts the Tanglewood Music Center Orchestra in works by Bernstein, Mozart, Dvorák and Brahms, with violin soloist lease Stem: the Shed: Jul 13

■ WASHINGTON CONCERT Wolf Trap

Tel: 1-703-218 6500 National Symphony Orchestra: conducted by Barry Jekowsky in works by Dvořáak, Vivaldi and Glazunov; with violin soloist Gil Shaham; Jul 12

**EXHIBITION** National Gallery of Art Tel: 1-202-737 4215 Picasso - The Early Years: 1892-1906; to Jul 27

WORLD SERVICE BBC for Europe can be received in western Europe on medium wave

**EUROPEAN** CABLE AND SATELLITE BUSINESS TV (Central European Time)

MONDAY TO FRIDAY

NBC/Super Channel: 07.00 FT Business Morning

10.00 European Money Wheel Nonstop live coverage until 15.00 of European business and the financiai markets

17.30 Financial Times Business Tonight

CNBC:

08.30 Squawk Box 10.00

European Money Wheel 18.00 Financial Times Business

مكذامن الأصل

Apple Computer is again in turmoil. Even the most loyal customers of the personal computer industry pioneer are wondering if it is on its

last legs. The sudden resignation this week of Mr Gil Amelio. chairman and chief executive - apparently under pressure from fellow board members - a week before Apple is due to report its thirdquarter results, is an ominous sign. This latest episode in Apple's struggles has returned the company to the headlines. Yet Apple no longer plays a leading role in the \$200bn personal computer industry. It is no longer a serious competitor in the business segment of the market. Neither is it a technology leader.

Apple still demands attention, though, if only as the faded icon of the Silicon Valley's high-technology entrepreneurial culture; the garage shop that grew into a multi-billion dollar euterprise and captured the world's attention in the 1980s when it inspired hun-

dreds of high-tech start-ups. Apple's future is now in unknown hands. The company is mounting an "intensive search" for a "customerfocused" chief executive, says Mr Edgar Woolard Jr, a member of Apple's board.

The most obvious candidate is Mr Steve Jobs, Apple's co-founder, who returned to the company out of control. early this year as a part-time adviser to Mr Amelio. Mr Jobs will play an "expanded role as a key adviser to Apple's board and executive management team", the company says.

Some Apple loyalists hope Mr Jobs will feel obliged to step forward to rescue the company he founded more than 20 years ago. But he has repeatedly said he has no intention of returning full time. Instead he wants to devote his attention to his main business interest - as chief executive of Pixar, the computer animation studio that made the 1995 hit film

Toy Story. Finding somebody else willing to stake his or her reputation on reviving Apple may be a tall order. If reports are true, Mr Amelio is the third Apple chief executive to be ousted in the past four years. He follows in the footsteps of Mr Michael Spindler who densited uncere-



Crunch time: Gil Amelio, chairman and chief executive. has turned his back on Apple

# Sour taste at Apple

Louise Kehoe on the precipitous fall from grace of a once mighty computer company

forced out in 1993. in each instance, Apple's board acted only after the company had seen its sales fall sharply. By the time Mr Amelio arrived 17 months ago, the company was on the brink of collapse. Its management was in disarray, its technology development stalled and its expenses were

A self-described "transformation specialist", who had joined Apple's board a year earlier. Mr Amelio was initially hailed as the company's saviour. He took a disattempted to apply the same fixes he had used at National Semiconductor, his previous company. He cut costs by sharply reducing the company's workforce and slimmed operations by selling off manufacturing facilities and bringing discipline to the company's research and development activities.

Through the acquisition last December of NeXt Software. Mr Amelio also focused attention on the prospect of a new generation of system software, called Rhapsody, which he claimed would restore Apple's competitive edge. Yet Apple's fundamental problem remains unsolved. Sales of its MacIntosh personal computers are declining and its moniously in early 1996, and share of the world PC marcent, has dwindled to less than half that.

Apple executives offered no explanation for the timing of Mr Amelio's departure, except to say that the board was unhappy with the company's financial performance. However, as industry analysts point out, this must have been the case for some time. Apple reported a \$708m loss for its second fiscal quarter, ended March 31.

It appears, rather, that Apple's board members believe the company needs a more charismatic leader. This person would be charged with building the value of its strong brand name to recreate the excitement that surrounded the company's technology in the 1980s and early 1990s.

This may not be possible. "The idea that they're going to go back to the past to hit a big home run and beat Microsoft is delusional," says Mr Dave Winer, a software developer and online industry commentator

ironically. Apple's board. often criticised for its lack of decisive action, may have made its worst error by acting now. The gravest threat facing the company is uncertainty. Without a leader and with its future direction in question, Apple risks losing developers who would create mated \$7m pay-off.

Mr John Sculley, who was ket, once well above 10 per the next generation of application programs for the Macintosh.

> Worse it is severely test ing the faith of its 20m Macintosh users - an extraordinarily loyal band of customers who have stuck with Apple through its many

The best option for Apple may now be to seek a buyer. Although executives insist the company is not for sale, its share price is languishing around a 12-year low of 131. giving it a market value of about \$1.7bn. Yesterday officials at Sun Microsystems, involved in takeover talks with Apple in 1995, refused to comment on whether it may have any renewed inter-

Mr Larry Ellison, the software multi-billionaire and founder of Oracle who earlier this year mooted the idea of a takeover bid for Apple, also greeted the latest developments with silence.

Mr Amelio, at least, has been well compensated for his efforts. The former Apple executive's five-year employment contract promised him salary and bonuses of about \$2m a year - whether or not he remained at the company. While Apple's share price has plunged from \$28% to \$134 in the 17 months since he took charge, Mr Amelio the support of the software will walk away with an estiLETTERS FO THE EDITOR.

Number One Somework Bridge, London Stof St.H.

We are keen to excurrage letters from reader granted the world. Letters may be found to -42 171 473 5550 inlesse set for to fine), a mail: letters estroyet come? solution are also evaluate in the 51 web site, their lines of fines.

Translation, may be available for began are the mails intermitted in high letter.

# Justification for international financial regulator is flawed

From Mr Paul J. Isaac. Sir, Henry Kaufman's assertions in support of an international financial regulator ("A safe and sound system", July 7) mis-diagnose the problem and in so doing support a flawed cure. Portfolio finance does not concentrate the players in markets. It makes active participants more numerous while tending to limit the use of contractual debt instruments in favour of share-like instruments at numerous stages of interme-diation. Usually both phenomena would decrease sysdenominamr.

Globalisation of finance has thrown dozens of national behemoths into the international financial markets as relatively small actors compared to the whole. In aggregate, international finance is a very unconcentrated industry, and continued declines in data, telecommunications and

From Mr Ryszard

Sir, In "A protest too late"

(July 9) we read: "Nato is a

military alliance designed to

keep out the Russians. But

the countries of eastern

Europe do not need this

from Russia."

and insincere. It is

does not need?)

defence since they face no

present or probable threat

This is both misleading

misleading, if only because Nato is the only defence and

security guarantor for the

European Union. It is not

sincere, if only because it

does not suggest that the UK

should leave Nato. (Does the

UK need the defence Poland

Poland reintegrates into

Europe and has to join the

leading institutions of the

pirate ships the UK happens

to be in fear of, and I would

system; I fear the same

reasons the UK is not

Ryszard Stemplowski,

London WIN 4JH, UK

Polish Emhassy.

47 Portland Place.

leaving it.

computation costs will work against rapid consolidation in the foreseeable future. Substantial co-ordination

among the OECD countries on bank capital and, increasingly, risk management, already exists. The systemic risks Dr Kaufman seeks to avert from wildcat regions of political instability, primitive financial systems or corrupted regulation entities will not be ameliorated by a bland technocratic international overseer. Politics are likely rapidly to impel such a body to a low common

His greater systemic risks stem from the steady shift," first in financial theory and later in practice, away from viewing most financial assets as income-producing. and towards actions based upon their being portfolio items subject to rapid turnover in order to maximise total return over brief measurement periods, of which

capital appreciation is expec ted to be a large, if not the

Few institutions seem exempt from this changed perspective. Immensely disproportionate financial rewards await those who play the game successfully. Those who deliberately eschew it, except via indexa tion, are retrograde, dull or eccentric and clearly unsuitable fiduciary stewards for large institutional funs.

The consequent collective rushing about, especially in and out of imperfectly linked markets grossly disparate in size, creates serious policy problems and raises the risk of financial accidents. It is hard, however, to see how Dr Kaufman's interna-

tional regulator will be able

to do to ameliorate that.

Paul J. Isaac, 7 Douglas Lane, NY 10538, US

# Take steps to limit rate rise damage

From Mr Michael Nield. Sir, Once again the Bank of England has raised interest rates to reduce consumer spending. We know that this will increase the costs of industry and damage exports. When enough damage has been done, rates will be reduced again, and more damage will be done when speculators abandon the

Why could not the cost of borrowing be increased for consumers by removing the exemption which saves interest charges from VAT? Why can we not deter

international speculators from buying pounds by charging a modest, nonrecoverable tax on interest and dividends paid to non-

Michael Nield, 16 Wellfield Avenue London N10 2EA, UK

### Van Miert's Boeing stance right for EU Poland has same fears right, but the duty, to inves-

From Mr Paul K. Luons. Sir, High noon may be approaching in Boeing's confrontation with Brussels, as your leader suggests ("Boeing vs Brussels", July 9), with the EU's competition commissioner, Mr Karel Van Miert. doing a Gary Cooper. It is a shame, though, to see the Financial Times sidling off for cover behind the

saloon bar. You rightly argue that the Commission needs to be clear about its priorities, and oragmatic in achieving them. Surely Mr Van Miert is doing just that. Under the EU's merger rules, the Commission has not only the

tigate international mergers that would interfere with competition in the Union. The highly successful European Single Market needs a sheriff who doesn't walk away from big guns. You say that the Federal

Trade Commission is concerned about Boeing's sole supplier arrangements, one of the European Commission's principal concerns, but has not challenged them In fact, the FTC has said it it intends to "monitor the potential anti-competitive effects of these and any future long-term exclusive

rules, however, require the Commission to be much more certain about a situation before making a deci-

So long as Mr Van Miert is not seen to lose the confrontation with Boeing then his highly principled stance will, apart from protecting the EU's interests in the important aircraft production market, send a very loud message to other would-be dominants.

Pani K. Lyons. editor, EC Inform-Transport, Russet House Red House Lane, Elstead, Surrey, UK

# Rich countries should open doors

From Ms Harriet Lamb. Sir, What a nerve on the part of western countries to complain that India is lifting worts on the mo tive goods last ("Indian imports talks collapse", July 2). India is merely copying tactics deployed by the EU and the US as they drag their feet over lifting barriers to textiles and clothing

countries, letting in sensitive items only right at the

contracts". The EU's merger

The difference is that India, strug gling to tackle poverty while undertaking structural reforms, should be allowed to protect its economy while gaining access to rich world markets. Instead, in today's upside-down world, the rich imports from India and other countries want their multi-

national companies to roam the world at will, without making any concessions in return. Enough mosning. Rich countries should on up to poor countries - and shut up.

Harriet Lamb, World Development 25 Beehive Place, London SW9 7QR

the size of deficits. Many other factors interfere. Most importantly there is the role

of monetary policy. The con-

trast between France and

Germany illustrates this.

During the past 25 years the

French monetary authorities

have pursued policies which

led to more inflation than in

Germany. The ensuing

depreciations of the franc

occurred in spite of the fact

that France produced lower

government budget deficits

unsustainably high deficits

lead to pressure on the mon-

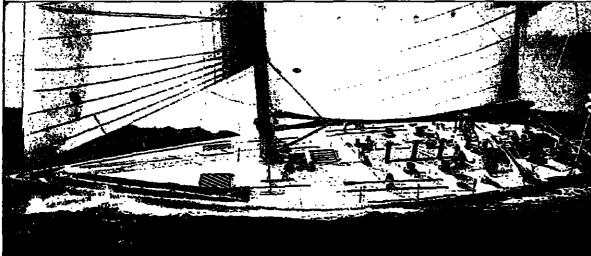
etary authorities to print

money. The evidence sug-

Economists also know that

than Germany.

FT BY INVITATION A Day Racing at Cowes Week 1997 Saturday, August 2 - Friday, August 8



The Financial Times invites you to spend an exhilarating day racing at Cowes 1997. Choose either from one day of Maxi Racing aboard Kialoa V on August 4, 5, 6 or 7 or one day of class racing aboard a Sigma 38 on August 2, 3 or 8. Throughout the week all three yachts will be crewed by exceptional racing crews so you will certainly be in with a chance of winning! Numbers are limited to 20 people per day on the Kialoa V and 16 people per day aboard the

To book a place for this event, please call Richard Thomson on +44 171 873 3670 or fax the coupon below to +44 171 873 4381. Please indicate your preferred first and second choice days and the number of places you require. Priority of choice will be based upon time and payment of booking on a first come, first served basis. The cost per person is £345.00(inc. VAT) and the closing date for entries is Friday, July 25.

**ITINERARY** 

7.30am Transfer to yacht 8.15am

Breakfast at Hamble Head out to the Solent for pre-race practice and join other competitors on the start line.

Race starts. Lunch taken whilst racing. 10.30am 4.00pm Arrive back at Hamble. Afternoon tea and Pink champagne celebrations. 5.00pm Guests depart

Terms & Conditions of Societing

1) Full payment by cheque or credit card for places needs to be made at time of booking; invoices will be raised it requested. 2) if you would like to cancel your place, you should notify the Financial Times. At reasonable endeavours will be made to re-sell booked places, but no guarantee can be made to returnd any money paid. If a returnd can be made, a 10% handling charge will be levied, 3) Full details and passes for the day will be posted out at least 2 weeks prior to the event for confirmad bookings. 4) The Financial Times will have no responsibility for any cancellation, postponement or interruption of selling or other events outside its control. 5) The Financial Times reserves the right to substitute or amend person the package if nacessary. 6) You will be responsible for the cost of any terms which are not included in the package.

Promoter: The Financial Times Limited, One Southwerk Bridge, London, SE1 9HL.

FINANCIAL TIMES
No FT, no comment.

FT Day at Cowes Week 1997 To: Richard Thomson, Financial Times, One Southwark Bridge, London, SE1 9HL Fax: +44 171 873 4381 Kialoa V: I require ...... places @ £345.00(inc VAT) each. First choice date: ...... (dates: August 4,5,6 & 7) Sigma 38: I require ...... places @ £345.00(inc VAT) each. I enclose a cheque for the amount of £...... payable to 'The Financial Times Ltd'. Please debit my credit card for the total amount of £..... Credit Card No: ..... Expiry Date: Postcode:.....Telephone:...... Addresses supplied by readers in response to this promotion will be held by the FT. If you do not wish to receive any mailings please tick the box 2 .

Europa · Paul De Grauwe

# The credibility deficit

their views on what will make the euro strong



has taken hold of the financial markets. It is now firmly be-lieved that for the euro wo strong currency it is impera-

tive that those countries joining European economic and monetary union should reduce their budget deficits below 3 per cent of gross domestic product. For many observers, allowing countries into Emu with budget deficits exceeding this holy number, even by half a percentage point, would fatally harm the euro's credibility and condemn it to the status of a weak currency. For some, that would spell

This has become the conventional wisdom in financial markets and beyond. But is there any evidence for these firmly held beliefs? Is it true that in order for the euro to be strong - assuming this is a desirable objective - budget deficits should necessarily be below the

magical 3 per cent? The past may not always be a good guide for the future. But in this case, it does have lessons. The chart shows the cumulative appreciation or depreciation of the currencies of the 15 European Union countries - the effective exchange rate and their average annual budget deficits during

Currencies above the horizontal line have experienced an appreciation. Let us call them strong currencies. The examples are the D-Mark. which appreciated more than 100 per cent over this

Financial markets are misguided in

Austrian schilling, which appreciated about 50 per cent. The weak currencies the franc was weak while are below the horizontal line. Examples are the pound and the lira, which have below 3 per cent has as depreciated by more than 50 per cent over the past 25

> A striking feature of this diagram is that there is very little correlation between the size of government deficits and the strength of a currency over such a long period. Of the seven countries that managed to keep their average budget deficits below 8 per cent, three experienced an appreciation of their currencies (Germany, Austria, Luxembourg), three (France, Finland and Sweden) while one country (Denmark) kept its currency

> Even budget surpluses do not guarantee the strength of a currency, as the Finnish example demonstrates. The Firms managed to combine a weak currency with budget surpluses of an average 2 per cent a year.

Another striking contrast is the difference between France and Germany. During the past 25 years. France has been more successful

The past is no guide for the euro

Average budget deficit/surplus, 1970-96 (% of GDP)

Currelative depreciation/appreciation, 1970-96 (%)\*

the D-Mark was strong. So, keeping your budget deficit much chance of producing a weak currency as it has to produce a strong one.

Low budget deficits are not sufficient in themselves to ensure a strong currency. Even though their deficits exceeded 8 per cent a year, the Netherlands (3.3 per cent) and Belgium (6.6 per cent) managed to keep their currencies strong. True, the evidence also indicates that when deficits become very large, as in Italy and Greece - where they come close to 10 per cent a year - the probability of having a weak currency is high.

The strength of a currency appears to have very little to do with the size of the government budget deficits or surpluses, provided deficits are not truly excessive. More important, the number three does not seem to be the boundary that allows us to discriminate between strong and weak currencies. Economists have always

known there is no simple relationship between the strength of a currency and

gests, however, that in the past 25 years deficits had to exceed 8 per cent by a wide margin before such pres-sures became overwhelming. Fears that the euro will be weak if countries with deficits marginally above 3 per cent participate are overblown. They are not based on a detached analysis. The crucial factor that will determine the euro's strength will be the monetary policies of the European Central Bank. There can be little doubt that the bank, strengthened by its political independence. will pursue price stability as its main objective. As a result, one can be confident that the euro will not lose its purchasing power faster than the D-Mark has done since 1960 - an average 8.4 per cent a year. The fact that at the start

of Emu, France, Germany and Italy may have deficits of, say, 3.5 per cent instead of the required 3 per cent will have no significant influence on the euro's strength. There are many good reasons why countries should reduce their budget deficits. A strong euro is not

The author is professor of economics at the University of Leuven and MP for the Liberal party in the Belgian

صكنا من الاجل

Fragile

· Number One Southwark Bridge, London SE1 9HL

Tel: +44 171-873 3000 Telex: 922186 Fax: +44 171-407 5700

Friday July 11 1997

# HE EDITOR

# tional

Market Style

Take sie

Marines and the second second

. State water of the state of t

Makering to the

नेप्सपुर १०८८ । इस्तिक्षिक १८८५ ।

Allegra Maria

April Sugar

Burg Brown Live

F# 61 11 11 ...

pulk or some

-#:1 ·

1 8.5

4.5

r ->

<u>e</u> ... ....

~ <u>-</u>

St. Harris A. C.

17.00.00

 $a^{-\frac{1}{2}} q_{p} \circ \varphi = (\dots, q_{p-1})$ 

ing stance right for

hould open doors

deficit

42 29

.. . ...

# **COMMENT & ANALYSIS**

# When the wheels come off

The continued rise of the pound is putting unremitting pressure on some UK exporters, says Stefan Wagstyl

# Germany's fiscal woe ascent of the pound on UK

now notorious proposal to treat shoot is hardly difficult to imagthe profits on the Bundesbank's ine, since nominal spending is gold holdings as revenue has expected to rise by only 0.5 per demonstrated, the budget is in a cent between 1997 and 1998. If mess. The weak state of its this is to happen, unemployfinances is also undermining ment has to fall, as Mr Waigel the country's fiscal authority on indeed hopes. the eve of the planned move to economic and monetary union. Initially, Mr Theo Waigel, the long-serving finance minister, expected the federal government's net borrowing to be DM58.3bn (£18bn) in 1997. Now this is expected to be DM71.2bn, much more than investment, forecast at DM59.1bn. Thus the

ing be less than investment. Behind the increased deficit is an overshoot of federal spending, now expected to be DM458.6bn, against the original target of DM439.9bn. The overshoot is explained by higher than expected unemployment. which is forecast at an average of 4.3m this year compared with the 3.95m expected when the 1997 budget was approved late last year. As a result of the rise in joblessness, federal spending on labour and social affairs bas

"golden rule" – that net borrow-

overshot by DM21.3hn. ing is forecast to decline to strong recovery will bail it out. DM57.8bn, which is still only fractionally below investment of hangs the credibility of Ger-DM58.2bn. A tiny overshoot of many's role as guardian of

As the German government's the golden rule. Such an over-

The overshoot of the federal government's planned deficit has implications for the general government deficit. Officially, the target for this year remains 3.0 per cent. But the Organisation for Economic Co-operation and Development, along with many outside forecasters,

expects it to be higher. government is set to violate the Economically, this is of no constitutionally mandated obvious importance. The poli-Economically, this is of no tics are a very different matter. If Germany fails to achieve the Maastricht target in 1997 it will be in a poor position to insist that others do so. The stability pact's requirement that 3 per cent be the celling for the defi-cits of Emu members would lose

way out. The junior coalition partner, the FDP, will not agree to higher taxes, while the will to cut spending is largely lacking. The government hopes that surpluses in the social security system and the willingness of the Next year, federal net borrow- Bundesbank to promote a On such slender threads now the deficit would again violate European fiscal rectitude.

# Fragile peace

success story, a model peace Khmer Rouge under the rule of plan." So said Mr Winston Lord, law - were never implemented. US assistant secretary of state Yet western aid continued to for east Asia, two years ago. flow, justified by statements Indeed, the country was the like Mr Lord's, in spite of flascene, in 1992-93, of the most grant corruption and human ambitious attempt at post-con-rights violations. flict peace-building the UN has attempted anywhere. Only the about to unfold in Angola, post-Dayton regime in Bosnia, where the collapse of the Mob-largely outside the UN frame-utu regime in neighbouring work, is comparable in scope, Zaire has altered the balance of and even there the international power, tempting the MPLA govcommunity has not formally ernment to emulate Hun Sen taken over the government, as and seek to eliminate its rival, the UN did in Cambodia at a Mr Jonas Savimbi, with whom

appears to have been for nothing as the ex-communist leader Council has chosen this Mr Hun Sen used force to oust moment to replace its 4.000 his co-prime minister Prince peacekeeping troops with an Norodom Ranariddh. The prince leads the party which won the UN-supervised 1993 election and thereafter shared power with Hun Sen under a formula devised by the prince's father. King Norodom Sihanouk. Cambodia is to all intents and purposes back where it was before the 1991 Paris agreement, with Him Sen in power in the capital but facing the prospect of renewed civil war in which remnants of the genocidal Khmer Ronge will inevitably play an important part, possibly on both sides.

"Cambodia is a model UN rival factions and bringing the

A similar tragedy may well be Yet this week all that effort ment it had agreed to share power. Yet the UN Security observer mission of 86 lightly armed military officers and 345 civilian police. It appears to be repeating the error of 1992-93 when a similar-sized UN mis sion was powerless to prevent the slide back into war after the MPLA won the 1992 election.

In both countries - and in others too - the international community has been much too eager to declare victory and move on to other business. Peace-building is expensive: in money; sometimes in troops; above all in the sustained attention required from political The truth is that many leaders. But the premature

clauses of the Paris agreement removal of that attention is a - notably those disarming the disastronsly false economy.

much of its credibility.

The government has no easy

end. This compares with DM2.30 "Clearly, it's having a serious impact on industry," says Mr George Simpson, managing direc-

tor of GEC, the UK's biggest electronics group. "For long-cycle companies like GEC - where orders take a year or more to complete - it will take time to bite. But short-cycle businesses are squealing like stuck pigs." when Britain's exports

he workers at Alloy Wheels, a Kent-based

Fifty of the 430 staff are losing

their jobs this month and most of

the rest face pay cuts as the

South African-owned company struggles to remain competitive overseas. "We are in a very diffi-

cult position," says Mr Lyn

Evans, finance director at the fac-

tory, which exports about 40 per cent of its £35m (\$59m) annual

neering companies, it capitalised

on the pound's weakness in the early 1990s to get into exports for

the first time. Now, following the

23 per cent appreciation in the

pound's trade-weighted value

since last summer, Mr Evans is

having to reorganise the plant to

stay in profit. While Alloy Wheels may be an

extreme example, its experiences

are being repeated across

swathes of UK manufacturing.

The Engineering Employers' Federation reported this week that the industry had lost 18,000 jobs

since the beginning of the year

due – at least in part – to ster-

ling. It warned there were more

The Office of National Statis-

tics confirmed the grim picture

with data showing a 1.1 per cent

fall in manufacturing output in

May, the biggest monthly drop in

four years. And while some sec-

tors of the service economy are

booming - notably financial com-

panies - other export-oriented

pressure, including architects

With interest rates rising a fur-

ther ¼ of a percentage point to 6.75 per cent yesterday and the

prospect of further increases to

come, the exporters' life is

unlikely to get any easier. City

economists predict sterling will

appreciate further from DM2.96

now to DM3.00 before the year-

iob cuts to come.

and designers.

maker of car wheels,

need no reminder of

the impact of the

soared after the pound's 16 per cent fall in the wake of its 1992 exit from the European exchange increases of 7.3 per cent and 6.7 government proudly declared an est rates. end to the long decline in Britain's share of world exports. That boast sounds rather hol-

low today. It is becoming increasingly evident that some of those companies that dived into exports three years ago can no longer compete in 1997. To be fair, exports are still likely to rise this year - though City economists say they are unlikely to meet the government's 6.25 per cent growth forecast.

on borrowed time: some are still from a manufacturer from out- textiles.

six or 12 months ago against adverse currency movements and that the impact of sterling's others from the fact that customers have not yet found alterna- larger exporters are substantial tive suppliers. This grace period is almost currency gains and losses. Some

over. Mr John Borden, investor have production bases overseas. relations manager for British will come in the autumn."

Exporters had hoped the new economy recovering from recession, UK export volumes jumped pointed in the Budget, which did to non-European markets, where 10.8 per cent in 1994, followed by little to tighten the economy and prices are often set in US dollars, so left it to the Bank of England per cent in 1995 and 1996. The to damp growth by raising inter-Mr Bernard Matthews, chair-

man of turkey farming company Bernard Matthews, warns in an open letter this week to Mr Gor- DM2.60. don Brown, the chancellor, and Mr Eddie George, the Bank of of companies means that indus-England governor, that over-reli-try-wide generalisations are of ance on interest rate policy could limited value. Businesses differ lead the country back into reces- in the degree to which they are sion. "Remember, it is not only the exporters who are hit by our overvalued currency, but also ously affected are those trading any UK producer of goods which in price-sensitive commodities But many exporters are living can be supplied to this country such as metals, chemicals and benefiting from hedges taken out side the country at a lower cost."

British industry is so diverse appreciation varies hugely. Many importers and so can offset their Companies that have concen-

Steel, one of the UK's biggest trated on EU markets have sufexporters and one of the worst fered most because sterling has It is a far cry from the early affected by sterling, says: "The risen particularly steeply against Labour government would heed rency created by European eco- stockbroker, cut the forecast rate mechanism. With the global their cries for help more than the nomic and monetary union may be weak. By contrast, exporters £355m.

> British Steel has estimated that its customers in the UK metalsbased industries can hold their own against European rivals with the pound at DM2.50 or

have been squeezed less severely.

But the growing specialisation exposed to short-term currency swings. Among the most seri-

than 2,000 of its 50,000 jobs in the first stage of an extended rationalisation programme, designed to offset the impact of sterling. Pretax profits, which have fallen from a record £1.1bn in 1995-96 to £451m in 1996-97, are expected by City analysts to drop even further in this financial year.

ICI, which competes directly with the big German chemicals which have dropped in value out 54th profits downgrade since Jan- says: "It is a very tough time for of concern that the common cur- uary, when James Capel, the profit for 1997 from £470m to

Smaller chemicals producers

are also under pressure. Mr Peter Youle, business development director of W. Canning, the speciality chemicals group which exports about two-thirds of its main products, warns the worst is yet to come. "I believe the impact of the high value of sterling really has a lag to it." he says, "If you make direct sales, then you are already feeling the this year."

In engineering, there is a con-trast between leading companies such as GKN, IMI and TL and

diversified operations across Europe and North America. Customers are often supplied from factories in their own countries. TI estimates that, even though it has customers in 45 countries. only 20 per cent of sales are exports and only half of that UK exports. These companies suffer when their foreign earnings are translated into sterling for accounting purposes, but this does not reflect any change in trading conditions.

However, smaller UK-based engineering companies have no such protection from sterling. For example, many machine tool makers, which were among the prime beneficiaries of sterling's weakness in the early 1990s, are now under pressure. Mr Keith Bailey, chief executive of BSA Tools in Birmingham, which saw sales double from £3m to £6m after 1992, this year expects sales to fall to £4m unless the pound drops back. "It is an unprece-dented situation. The City of London makes money whether sterling goes up or down. But we in manufacturing have got to have

stability. "In the last six months we have had to import machines that cannot be made here competitively," he adds. "We have also developed a joint venture in China where manufacturing costs are lower."

any more successful compaetary technology or a strong brand name, enjoy big margins that offer some protection against adverse currency swings. Mr Ian Campbell, director-general of the Institute of Export, says that far more British companies produce premium products than a decade ago. But he warns that even companies which compete on quality are now feeling the pinch.

Process Scientific Innovations. a maker of high-technology filters in County Durham, says it only broke even in the year to April after sterling's rise wiped £200,000 off profits. Ms Sue Hunter, managing director, says she is considering switching some purchasing to Germany and possibly locating any future expansions overseas.

In Coventry, Amtico, a leading maker of floor tiles which has increased sales from £26m to £46m in five years thanks to exports, is this year bracing itself for a 15 per cent drop in sales. Mr Tony Rados, finance director. us because Germany is one of our largest export markets. We are taking the hit because we sell in foreign currencies so that our customers can have certainty of price. Fortunately we are not in the predicament of some people, who are having to lay off employees, because we have had good growth in the UK and the US." However, as the staff at Alloy Wheels have discovered, where sales and margins are under pressure, job cuts may not be far behind. As Mr Alan Armitage. head of economics at the Engipain. But if you sell through dis-neering Employers' Federation, tributors, it takes a little while. I says: "If sterling stays as it is, think these producers will run redundancies are likely to come out of time in the third quarter of at the double. I'm not saying this week, but by the end of the

Additional reporting by Chris some smaller businesses. The big Tighe and Richard Wolffe

# **British Airways**

The strike of British Airways
cabin crew is, in a sense, the the workforce - including flight first big industrial dispute of the post-Thatcher era. It is the smaller Cabin Crew 89 shaped by the industrial rela-union and some ground workers tions legislation and the managerial confidence engendered by the TGWU union - of the neces Baroness Thatcher's government. But it is also influenced by the change in public mood that led to Labour's majority. The stakes are high for both management and workers. Air transport is a competitive business dependent on service and

would do serious damage.
But the risks are also high for the government and for trade new working relationship in the unions generally. The dispute cabin, perhaps sidelining Bassa will set the tone for industrial in favour of dealing directly relations in the initial years of with the TGWU's head office the new government. It is not Bassa's leaders are determined surprising that the prime minis- to preserve their role, and seem ter has been determinedly to have the ear of their memavoiding any involvement in bers. The stage is set for a the dispute - or that Mr John protracted confrontation, espe-Monks, general secretary of the Trades Union Congress, has in using sick leave to avoid the made an unusual public inter- penalties of striking. vention on behalf of the union.

and the cabin crew's main a notional victory would still Union. At another level, the outcome cannot be predicted; issue is continued change in a but the dispute is a warning to business which has already other UK managers that, with undergone a sweeping transfor- economic recovery well estabmation, and is now doing well. I lished, the industrial balance of

attendants who are members of represented by other wings of sity of implementing it. But he has clearly not managed to persuade Bassa members. After last week's draconian threats against strikers, his chances of succeeding with persuasion are minuscule.

Once it became clear last reliability. Even a short strike weekend that the strike would hurts customer loyalty; a series go ahead, the mood among BA managers hardened further: they are now set on achieving a cially if the cabin crew succeed

For British Airways, there are At one level, the dispute is now no good solutions, only a about the tensions between BA choice between bad ones. Even union, the Bassa division of the mean years of work rebuilding Transport & General Workers cabin crew morale. The final Mr Robert Ayling, BA's chief power is shifting. Failure to executive has devised a clear take the workforce with them vision for the airline's future. can carry a heavy price.

East side story

M Accusations of dirty tricks and skuldinggery are sweeping the corridors of the European Commission over the handling of EU enlargement to central and eastern Europe. Fingers are pointing at a

group of officials around President Jacques Santer who would prefer to restrict the first wave of countries negotiating to loin the EU to the Czech Republic, Hungary and Poland, shifting out economically advanced Estonia and Slovenia. Jine Cloos, the president's powerful chief of staff, Carlo Trajan, soon to take over as

secretary general of the European Commission, and Prançois Lamoureux, the sentor Prench civil servant in charge of enlargement, fear – like Chancellor Helmut Kohl - that too much expansion too quickly could dilute integration. in the opposite corner stands

Hans van den Broek, the stubborn Dutch commissioner responsible for enlargement. He incists that Estonia and Slovenia are ready to begin talks on accession, and that refusal to ining them in would be political discrimination.

Van den Broek's backers fincinde fellow commissioner Martin Bangemann and the

OBSERVER Scandinavians, who want at least one Baltic state in the first wave of enlargement. And UK commissioner Sir Leon Brittan has weighed in on his side.

In late 1994, you'll recall, Sir Leon lost the enlargement portfolio to the Dutchman in a carve up of commission posts. orchestrated by Cloos and Santer. Maybe, for once, personal rivalry has been buried . in the interests of a sensible approach to EU expansion.

Hanging fire

Yasuda Fire and Marine has good reason to stand up for Sunflowers, the painting generally assumed, until this week, to be by Vincent van Gozh. Experts bave now cast doubt on whether the one-eared wonder really did daub it himself, and Japan's second largest non-life insurer, which paid over \$40m for the picture at Christies in London in 1987, has been energetically insisting that it's got "no doubts" about the picture. "We trust the authority of Christies".

Ten years ago, the company had to work hard to justify spending such a sum. The purchase was one of the most conspicuous art acquisitions of the big-spending bubble economy" era, and even drew a rare official rebuke – Japan's finance ministry described the

colourfoi \$40m masterpiece as an excessive demonstration of wealth". Now Yasuda's doing a new round of justification. Any note of anxiety in its current statements is understandable: the insurance industry is having a hard time in the post-bubble. era, and shareholders are getting increasingly worried about companies making large. investments that may, in the end, prove worthless.

Class act ■ Ambassadors to London need

to be able to negotiate - or at least come to terms with -Britain's complicated class system. Maybe that's why the German foreign office seems to like an aristocratic "von". "Freiherr" (baron) or even 'Graf" (count) to fill vacancies at the Court of St James. One popular recent ambassador was Herman von Richthofen, a descendant of the first world war "Red Baron".

It's all very appropriate for dealing with one of Europe's last grand-scale monarchies -especially one which also happens to be run by neople with familial ties to Germany. But surely Tony Blair's dress-down New Britain, where ministers wear lounge suits to the most formal occasions and everyone is on first-name terms, calls for a more common touch. two-year contract.

Not according to the Auswärtiges Amt. which has named Gebhardt von Molike, a scion of one of Pressia's top drawer aristo-military. families, as Germany's new ambassador to the UK: Von Moltke's fresh from a stint in Errissels at NATO, where he was involved in the negotiations for enlargement. No doubt he'll also have a few thoughts on the Eurofighter to share with the UK government.

## Grounded

■ Brendon Donohoe, the new Irish chief executive of Air Zimbabwe, is taking on a presidential privilege in his first step to sort out the state-owned lossmaker.

Donohoe was apparently none too keen on travel-loving President Robert Mugabe's habit of commandeering an Air Zimbabwe plane whenever he got itchy feet. There have been at least 15 such trips this year alone, which have played havoc with the airtine's schedules, quite apart from forcing the expensive chartering of replacement planes.

From now on, says Donohoe, the president and his entourage will travel on scheduled flights first class, of course. Observer hopes Mugabe won't mind too much: Donohoe does have a

# Financial Time

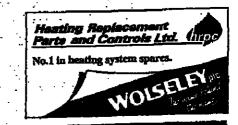
**50 years ago** Austria For Paris Talks

Austria yesterday informed the Allied Council for Austria that she had accepted the Anglo-French invitation to the Paris conference on the The Czechosłovak govern-ment decided yesterday not to Czechoslovak news agency amounced in Prague last night. Hungary's refusal to take part in talks was announced "with the keenest regret" after a Hungarian cabinet meeting. There has been no indication of what Albania's decision will be. Argentine Rail Share-out

Last May, when Argentine rail stockholders were informed of proposed compensation prices for individual stocks, they were asked to suspend judgment on the terms until they had examined the detailed scheme of arrangement and explanatory circulars. These documents are now available. But alas! Stockholders who search them for adequate explanation of the methods employed in assessing the values of different stocks will probe in vain. They will find much historical matter, of intrinsic interest but of doubtful relevance to the immediate issue, together with emphatic warnings of the peril of raising opposition to the terms.



Friday July 11 1997



Troops shoot one man dead and seize another

# Nato steps up hunt for Bosnian 'war criminals'

By Guy Dinmore in Beigrade, John Kampfner in London and Lionel Barber in Brussels

Nato troops in north-west Bosnia yesterday shot dead a former Bosnian Serb police chief charged with war crimes and seized another suspect in dramatic "snatch" operations to bring accused war criminals out of former Yugoslavia for

The early morning operations involved British troops and prompted a furious Bosnian Serb reaction.

It was the first known attempt by Nato soldiers to use force to arrest war crimes suspects in Bosnia, and followed signs of a tougher policy at this week's Nato summit.

Nato leaders expressed frustration that while the war crimes tribunal in The Hague had indicted more than 70 people, only a handful had appeared before the court.

Eurotunnel

he was not "in love" with the

restructuring plan, but "it is

the only realistic plan and the only one on the table".

company before the EGM.

express any objections.

Continued from Page 1

ingly dominant position in the civil aircraft market, making it

difficult for Airbus Industrie,

the European consortium, to

One possible solution would

be for Boeing to sell McDon-

nell Douglas's civil aircraft

approval

Continued from Page 1

Mr Robin Cook, the UK for-

peacekeeper in the leg while resisting arrest.

In a separate operation, Nato troops pretending to deliver a Red Cross package seized Mr Milan Kovacevic at Prijedor tor, the Serb statement said. British officials said Mr Kovacevic would be handed over to the war crimes tribunal. The ribunal had issued sealed warrants charging both men with war crimes - part of an initia-tive introduced last month to increase the chance of arrest-

Nato officials denied there was any change in the troops' hunt down wanted criminals. But Mr Cook said Nato soldiers in the Bostila Stabilisation Force already had full authority to carry out such

"These two men were within the British sector of Bosnia, they were known to our forces and that is why they were took part in the operation, a eign secretary, said in London and that is why they were took part in the oper that Mr Simo Drljaca was apprehended," he said. The UK police statement said.

killed after he shot a British government yesterday pledged further action to chase war crimes suspects.

Meanwhile, the European Commission announced it had frozen all economic aid to the Bosnian Serb republic. The Commission has spent about Ecu30m (\$27m) on aid to the Bosnian Serbs - 3 per cent of total aid to Bosnia - chiefly to encourage links with other communities in Bosnia.

Earlier this year, the Commission held out the prospect it would funnel as much as Ecul.4bn to the Bosnian Serb republic if it complied with the Dayton peace accords But offl. cials said aid would only resume once war criminals were brought to trial in The

Bosnian Serb police in Prijedor said Mr Drijaca, their former commander, was "brutally murdered" in the village of Gradina in the Bosnian Serb republic. Five Nato helicopters and several armoured vehicles

# Morgan Stanley targets internet

Direct banking challenge is planned

By Tracy Corrigan in New Eurotunnel's shares and the

price of its bank debt on the secondary market both rose Morgan Stanley, Dean Witter, significantly in the past few Discover, the recently merged days as it became more likely financial services group, is the plan would be approved. considering starting a direct The shares were suspended banking business over the yesterday at the request of the internet using the Discover

credit card brand name. All Eurotunnel's 174 creditor The move would be the first full-scale attack on traditional banks must approve the plan. They have been set an initial deadline in September to commercial banking from outside the sector. To date, innovations in electronic hanking Mr Ponsolle also said yesterhave been launched by leading day Eurotunnel would extend commercial banks such as Citi-

into the autumn its negotiabank and Wells Fargo. tions with TML, the consor-Mr Philip Purcell, chairman of contractors which brokerage and credit card built the tunnel and with group, said it was looking at using Discover to launch 'something as radical as Dis-**Boeing plea** cover Banking Direct". The service would also include telephone banking.

> The Discover card, which was established in 1986, has 48m cardholders and is one of the best known retail brands

in the US. "We like the internet," Mr Purcell said. "We think vounger customers are going to be as comfortable with that as they are with ATMs (automated teller machines). It is a market segment which is

However, Boeing - backed by going to do nothing but grow." the US Federal Trade Commis However, he did not expect the size of the internet market sion - says this is not a soluto exceed the conventional because that business retail banking and brokerage market within his lifetime.

The group has already established its commitment to developing internet-related businesses. Last December. Dean Witter, Discover, as it then was, became the first fullservice brokerage to buy an internet discount broker. Louibard Brokerage, the San Francisco-based internet brokerage, was widely viewed as the largest and most successful of

Mr Purcell declined to comment on whether the business was profitable, but said he was "very willing to invest" in it. Most internet broking busimoney, due to low margins and the need for heavy investment to develop the business.

such independent internet bro-

Lombard recently changed its name to Discover Brokerage Direct, after research showed that the Discover brand name appealed more strongly than others, including Dean Witter, to cost-conscious

users of the service. The internet banking scheme is the latest sign of the importance attached to the Discover brand in the company's plans following the completion of the merger with

Morgan Stanley on May 31. Mr Purcell said he hoped to launch the Discover card inter-nationally in the next two years. But he added that security concerns were holding back the use of the internet for credit card transactions.

FT WEATHER GUIDE

# Cambodian entry to **SE** Asian body put on hold

By Ted Bardacke in Banakok

The Association of South-East Asian Nations yesterday postponed Cambodia's entry into its ranks because of the recent violence which threatens to plunge the nation back into

Asean will still admit Burma and Laos as planned. The decision to admit the three was taken less than six weeks ago and its partial reversal is a blow to Asean's goal of having all 10 south-east Asian countries under one banner at its 30th anniversary celebration

on July 24 in Kuala Lumpur. The decision is particularly damaging for Mr Hun Sen, Cambodia's prime minister, who custed Prince Norodom Ranariddh, his co-premier, in a series of military

clashes this week.

Asean said it still recognised Prince Ranariddh as copremier and would send a high-level mission to Beijing to meet Cambodia's King Norodom Sihanouk to explore ways

of solving the crisis.

That mission would be headed by Mr Ali Alatas. Indonesia's foreign minister and one of the architects of the 1991 Paris peace accords which led to the United Nations intervention in Cambodia and the formation of its shaky coalition government. Mr Alatas would be accompanied by Mr Domingo Siazon, the Philip-

pines' foreign minister. Mr Siazon said the mission would then attempt to make contact with Prince Ranariddh and Mr Hun Sen and secure a

Mr Hun Sen reacted immediately: "Asean countries must let us solve our problems on our own. Please stay out of our internal business." Before Asean's decision. Mr

Hun Sen denied he had led a coup d'état. He accused Prince Ranariddh of a "reckless strategy of provocation" which electoral alliance with the Khmer Rouge guerrilla group.

Diplomats said Asean, which reaffirmed its policy of noninterference in nations' internal affairs, had little choice but to take a leadership role in trying to defuse the conflict.

"The Asean reaction is crucial," said a senior western diplomat whose country was also a signatory to the 1991 peace agreement. "If they hadn't done anything it would have indicated that the Paris accords meant nothing at all." The UN was likely to back Asean's move, diplomats said.

The international community indicated its displeasure with Mr Hun Sen's takeover yesterday by pressing ahead with evacuation of foreigners.

Editorial Comment, Page 21

# THE LEX COLUMN Gassy figures

Investors who eagerly anapped up Gazprom shares last year will surely be thrilled that the company is finally deigning to reveal, to international accounting standards, how much money it makes. Whether the figures mean much, however, is another question. They suggest the Russian gas colossus is generating a return on capital of under 8 per cent - and the international shares are trading on an ambitious 26 times historic earnings. But beware: these numbers rely on rather academic historic cost valuations of Gazprom's labyrinthine asset base. Furthermore, revenues counted when gas is dispatched, overlooking Russia's vast non-payment habit, are bound to

look artificially strong. Even in the cash-flow statement a certain scepticism is in order when 57 per cent of accounts receivable are settled through barter. Still, a few points stick out. One is that, much as Gazprom may whinge about its customers' non-payment, it is quite a non-payer itself. What Gazprom is owed may have grown by R19,410bn (\$3.35bn) last year, but its own debts to others have increased by an almost-as-impressive R14,929bn And this figure excludes a R24,541bn rise in unpaid taxes due to the government. Even without paying its taxes, moreover, Gazprom failed to generate enough cash to cover its staggering R56,840bn investment bill. Hence Gazprom's crying need for Western capital - which is precisely why the

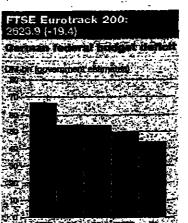
company is gradually having to

### Germany

open itself un.

Rules are meant, to be broken That, at least, seems to be the attitude of Mr Theo Waigel, Germany's finance minister. Based on yesterday's revised budget forecasts, the federal deficit will reach DM71bu this year - a third higher than Mr Waigel predicted only a few months ago. At that level, it will break not only the constitutional "golden some compensation for GEC's rule" under which net borrowing must not exceed investment; it also means Germany is highly unlikely to meet the Maastricht deficit crite ria for monetary union - at least not 3.0 per cent, though Mr Waigel

is still pretending otherwise. In fact, the debate over the number after the decimal point - Germany's 1997 deficit will probably meyer, the Bundesbank president, more profitable than Finmeccan-



pointed out again yesterday, what really matters is underlying eco-nomic convergence. On that score, Germany should be fine: its 1998 deficit has a good chance of falling below 3.0 per cent, partly helped by revaluing the Bundesbank's foreign exchange reserves. The real worry is France, which is likely to overshoot 3.0 per cent in both 1997 and

Domestically, however, the German government has missed a huge opportunity. Instead of using the prospect of monetary union to push through structural reforms - such as overhauling the welfare and persion systems and deregulating the labour market - it is fudging and tinkering its way towards Emu.

### GEC/Finmeccanica

Only two days after promising to break free from General Electric Company's web of joint ventures. what has its new managing director delivered? Another three. To be fair, such are the national sensitivities surrounding defence industry restructuring in Europe that joint ventures have to play some role - if only to save face. Moreover, cutting 10 per cent are needed to control a deal with Italy's Finmeccanica is repeated rebuffs from France's Thomson-CSF.

That said, the whole arrangement looks a fudge not best designed to achieve the significant savings and enhanced revenue that should be available. The main missile systems venture will be equally owned and involve rotating managing directors. Mutual agreement will be required to bring in new partners. ing a little sterile. As Mr Hans Tiet- And, because GEC's business is

One thing hasn't

changed about Rockwell

- our hallmark is still

technology leadership.

ica's, it will probably receive cash from the Italians - to add to an already embarrassing mountain. At least, the first MD will be from GEC and the venture will use the British company's financial control

paimler-Ben

epay investo

The hope must be that these arrangements are only temporary and that GEC will eventually gain control of at least the main venture The precedent of Marconi Alenia Communications, originally a 50:50 venture with Finmeccanica and now 95 per cent owned by GEC, is encouraging. GEC must also be hoping that signs of it snuggling up to the Italians will bring the French to the negotiating table from fear of isolation. But investors should not count on it.

How rapidly has the euphoria surrounding the Bank of England's independence dissipated! Labour's election victory and the decision to let the Bank set interest rates saw the spread between gilt and bund yields shrink 50 basis points; that gain has been mostly surrendered. investors are appreciating just how hard it will be for the Bank to bring the emerging consumer boom under control - a task made even more tricky by last week's Budget which heaped taxes on companies rather than individuals.

Yesterday's quarter-point rate rise seems a fair enough response for the time being. A larger rise, say a full percentage point, could have shocked consumers out of their borrow-and-spend mentality - but at the expense of stoking sterling's fires when exporters are already squealing. Still, further rises will almost certainly be needed. The difficulty will be knowing when to

The most obvious risk for gilts is that the Bank is too slow to respond. What if peak rates of 9 or inflation, instead of the 71/28 per cent the market now expects? Will the Bank have the stomach to take action if sterling simultaneously shot well over DM3? The possibility that it would - in a macho desire to prove its credibility - and that this would turn out to be overkill is also worrying for gilts. If the Bank was blamed for causing a recession could one be confident that it would maintain its independence?

Additional Lex note on foreign income dividends, Page 28

# Europe today

as part of another group.

The Benefux, northern France, and parts of the UK will have a mix of sunshine and cloud. Germany will have sunny periods Southern France will have rain and thunder showers and some sunny spells.

The Mediterranean coast will be dry. Most of Spain will have sunshine, but the north-west will have cloud and showers. It will be sunny over most of Italy, Greece and Turkey. The wi Balkans will have some sunshine. There will be thunder showers over Romania. Showers are expected over the interior of

## Five-day forecast

During the next few days, northwestern Europe will become more settled, but, by Sunday, a new disturbance will bring rain and thunder showers to westen Spain and western France. By early next week, most of northwestern Europe will be affected by this system.

Lufthansa

We wish you a pleasant flight.

Majorca Maricha Mancher Mancher Mancher Mancher Mexico C Miarri Milan Moscow Munich Naples Nassau New Yor Nice Nicosia Oslo Paris Pertherague

rain 31 nain 15 fair 28 sun 29 sun 29 cain 30 fair 32 fair 25 sun 26 sun 30 nain 26 sun 28

sun 30 fair 10 thund 30

Rockwell

http://www.rockwell.com

صكتا من الاعل



# COMPANIES & MARKETS

Friday July 11 1997



Europe: +44 (81 288 4422

Asia Pacific +852 2802 2677

IN BRIEF

# UK and Italian groups to create three defence joint ventures with \$3.4bn total sales

# **Daimler-Benz to** repay investors

Daimler-Benz, the German motor and industrial company, said it would compensate investors after it moved to cancel the exchangeable notes it had intended to use to sell its stake in Cap Gemini, the French software consultancy. It said that investors which bought the bond would now be repaid at 104 per cent of the issue price early next month. Page 26

Wine producers' market move Quality Rioja wine is moving from the cavernous bodegas where it is stored in northern Spain to the booming computerised market of Madrid's Bolsa. Barón de Ley and Cune are the first two wine producers to seek a stock exchange listing. Page 26

GM diesel deal a blow for Opel Isuzu, the Japanese commercial vehicle manufacturer, has been given a worldwide mandate to develop diesel engines for General Motors, the US carmaker. The move highlights the increasing importance of Isuzu in General Motors' global strategy and is likely to reduce the role of Opel, GM's European arm. Page 24

Compaq starts PC sales battle Compaq Computer, the world's third largest computer manufacturer, has sparked a new battle for the PC market with the launch of four cut-price models. The announcement came as Compag reported net income before exceptional items of \$422m in the three months to June, a 58 per cent rise on a year earlier. Page 25

**Gold prices consolidate** Gold prices have consolidated slightly in the past couple of days following a \$14-per-troyounce drop triggered by news last week that Australia's central bank had sold two-thirds of its reserves. Central banks in Belgium and the Netherlands also sold some reserves. Page 32

Gazprom publishes results Gazprom, the giant Russian gas company, has published its first results prepared under International Accounting Standards to mark its evolution into an accountable corporation. Page 26

2 Intel

7 İsuzu

23 J Sainsbury

26 JP Morgan

7 KGHM

20 KWG Res

NEC

Scapa Sherritt Int'l

Sonaa

22,23

22,23,26 ValuJet

Swiss PTT

Trade Winds

Virgin Atla

26 Yamazaki Maza

24 Yorkshire Water

Gilita prices

Lordon share service Managed funds service Money markets New Inti bond lesues

Recent Issues, UK

0.8 2.20 6.9 0.51

Auto Lander Santa Comment

Short-term int rates

http://www.FT.com

FTSE Actuaries share indices 38

25 Woolworths

Slem Cement Smith & Nechev Samincor

38 LG

Companies in this issue

Abbott Laboratories

Air France

AlrWays

Alitatia

Alilenz

Apple

Asda

Banco Satra

Barón de Ley

Bell Canada

Bank of New York

Bristol-Myers Souibb

British Aerospace

Partitieth Airways

Cap Gemin

El Paso Enero

Gartmore

General Electric

General Motors Georgia-Pacific

**Gold Fields** 

Green Cross

Bond futures and options

EMS currency reles

FT/S&P-A World Indice

# GEC and Finmeccanica agree link-up

() THE FINANCIAL TIMES LIMITED 1997

By Ross Tieman in London Britain's General Electric Company and Finmeccanica, the Italian state-controlled holding company, yesterday agreed to pool elements of

their defence businesses. The outline agreement provides for their subsidiaries, GEC-Marconi and Alenia Difesa, to create three joint ventures, with sales exceeding £2bn (\$3.38bn). These will cover missiles, naval systems,

radar, avionics and guns and part of a strategic blueprint. armoured vehicles. Collaboration between the

UK defence electronics champion and Alenia Difesa, which accounts for 70 per cent of Italwill raise pressure on France to join in rationalisation of the European defence industry.

It represents a coup for Mr George Simpson, managing director of GEC, who on Tue day revealed proposals to build up GEC's defence interests as

"Over the next three or four years we aim to reduce the number of GEC businesses which are in joint ventures and not wholly managed by ian defence manufacturing. GEC," Mr Simpson said. "But in defence, joint ventures are

essential because of the politi-

cal background and national

concerns over security." Talks about integrating parts of GEC-Marconi and Alenia Difesa began more than a year ago when GEC was led by

canica by Mr Fabiano Fabiani. But Mr Simpson, who took its blessing to the agreement. over at GEC last September, and Mr Alberto Lina, who became chief executive of Finmeccanica this year, have been The central element will be a keen to achieve greater economies of scale in defence research and manufacturing.

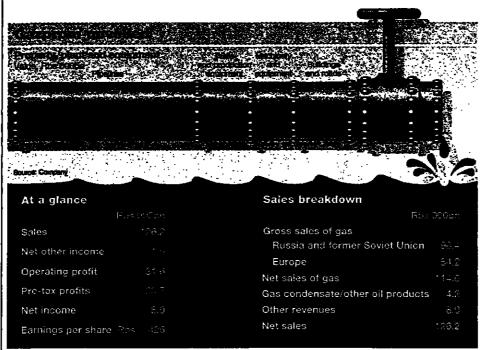
Mr Lina said the deal "can be considered a European response" to consolidation of the US defence industry. Irl, the Italian state company that

meccanica, said it had given GEC-Marconi and Alenia Difesa will set up three joint ventures over the next year. 50/50 company with annual sales of £1bn, pooling missile and armoured vehicles busisystems, naval systems,

ground-based radar and command and control systems. In a second step, GEC-Marconi will acquire a minority interest in the Alenia

Lord Weinstock and Finmec- owns 62 per cent of Fin- Difesa avionics business number three in Europe behind GECMarconi and Thomson-CSF of France. Combined sales will total £800m. Finally, Alenia Difesa, will acquire a minority stake in GEC-Marconi's smaller guns

> ness. Combined sales will total GEC shares rose 7%p to



# Gazprom hit by tax penalties

By John Thomhill in Moscow

3 JP Foodservice Huge financial penalties imposed on Gazprom for late payment of its taxes last year depressed net income at the giant Russian gas company to Rhs8,980bn (\$1.7bn).

25 Macronbo In its first set of accounts Malev Marriott McDonnell Dougla prom revealed yesterday that Merrill Lynch it had paid Rbs15,799bn Morgan Stanley (\$8.1bn) in penalties and interest payments on its overdue tax bill in spite of being owed far more by its customers.

Uncertainty over the figures Norte caused Gazprom's internation-Price Waterhouse ally-traded shares to fall from \$18.25 to £17.65. Nonetheless. Rémy Cointreau 26 32 Rilo Tinto Gazprom as Russia's most profitable company and one of the world's wealthiest energy Rykoff-Sex

Based on last year's results,

Gazprom was among the world's 10 most profitable private energy companies. Without the tax penalties it would have ranked third behind Royal Dutch Shell and Exxon. The accounts, which provide

the first intelligible glimpse of Gazprom's finances, included prepared under international a maiden profit and loss accounting standards, Gaz- account and cashflow statement. A preliminary balance sheet for 1995 was prepared last year before a \$429m international equity offering Industry analysts said the

accounts highlighted Gazprom's immense strengths with sales of Rbs126,239bn and assets of Rhs506,074bn at the end of last year. That gave the company

enormous scope to gear up its future development. Gazprom's net debt to equity ratio was less than 3 per cent, Behind the high walls, Page 26

extremely low by international standards for such a capital-intensive business.

But the accounts also showed the difficulties the company has in squeezing cash out of its customers. It received a large proportion of its revenues in the form of barter. The company indicated capital expenditure would be 35 per cent lower this year at

Mr Nikolai Arutyunov, an industry analyst at Brunswich Brokerage, a Moscow-based finance house, said: "The major problem confronting Gazprom is how quickly they can restructure their paymen flows. As soon as this is fixed the quality and quantity of their earnings will rise

Lex, Page 22

# Restructuring proposal boosts Tsingtao shares

Chinese brewer's success may depend on assets to be put into Hong Kong division

By John Ridding in Hong Kong

Shares in Tsingtao Brewery, one of China's biggest beer producers, rose 15 per cent in Hong Kong yesterday as the company announced plans for a restructuring to improve competitiveness.

The reorganisation involves the creation of a holding company which would be backed by the Shandong provincial government and could remove unprofitable assets from the Hong Kong listed division.

More attractive assets could be injected into the Hong Kong vehicle, the company said. Mr Li Gui Rong, who took

over as chairman last year, indicated that decisions had yet to be taken on the assets involved. But the group said the restructuring would improve growth prospects and reduce operating costs.

The proposed restructuring marks the latest shift in strategy at Tsingtao, which has failed to meet expectations since it became the first Chinese enterprise to list in Hong Kong in 1993. Competition in China's fragmented beer market and delays in investment projects have prompted a fall in profits in recent years. while shares have plunged from a peak of almost HK\$10 at the end of 1993. After yesterday's gain of HK\$0.45 they closed at HK\$3,425.

Analysts were cautious about prospects at Tsingtao. Brewing in China remains a very difficult market and they have failed to deliver in the

past," said Ms Pitzi Lau, of cuts and the assets to be Salomon Brothers in Hong injected to the Hong Kong Kong. She said attempts to arm. "The key factor will be expand away from the group's stronghold in Shandong prov- attractive assets," said one ince. acquisitions of smaller analyst."That is what has been brewers, and alliances with driving the red chips," he foreign companies, such as Anheuser Busch of the US, had

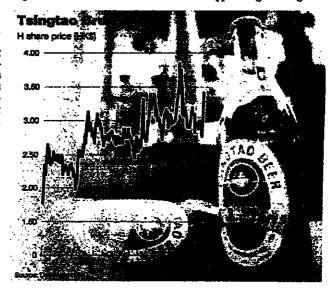
failed to improve performance. Last year, net profits fell more than 70 per cent to Yn25.68m (\$3.1m). Analysts predict a sharp increase in results this year, with Nikko Securities predicting net profits of Yn49m. But with shares trading at more than 40 times prospective earnings, analysts remain wary.

Analysts said the success of the restructuring would

whether they can secure added, referring to mainlandcontrolled companies managed in Hong Kong.

shares of Chinese companies listed in Hong Kong, such as Tsingtao has improved in the past year, with the H-share index having risen more than 20 per cent since July 1996. However, red chip shares

have seen stronger gains and investors remain wary about prospects for H-shares after the falls in their share price depend on the scale of cost and disappointing earnings.



# **Profits** confirm revival at GPA

By John Murray Brown in Belfast

leasing company, which came close to collapse after a failed share flotation in 1992, yesterday confirmed its return to health with profits of \$105m for the year to March 31 after tax and exceptional items. GEC made losses of \$995m in 1993 and \$26m in 1994 but returned to the black in 1995 with after-tax profits of \$54m. Operating revenues fell from \$1.13bn to \$374m, mainly because GPA reduced its fleet

GPA, the Ireland-based aircraft

US interest rates World Stock Markets by selling 229 aircraft to Airplanes Group, a special-pur-Chief price changes yesterday in a \$4.6bn refinancing package in March last year. Lessing revenues earned by Airplanes Group will be directed to repay investors who had accepted bonds in

lieu of GPA debt. Mr Dennis Stevenson, chairman, said 1996 had been a year of consolidation, with GPA continuing the "task of reducing the company to a size consistent with its equity base". GPA now has a direct leas

ing interest in 76 aircraft, including 14 Boeing A320-200s and 12 B737-400s, and a further 24 through its joint venture company with ATR, the Italian Italian-French aircraft com-

Yesterday's after-tax figure includes a one-off \$50m gain on aircraft sales, and a charge of \$21m against its investment in the GPA ATR 50:50 joint venture. The company also realised a profit of \$17m on the sale to GE Capital of a deferred

# ValuJet agrees \$68m merger with AirWays

Low-cost carrier's name to go in wake of Florida Everglades crash

By Richard Tomkins in New York

The ValuJet name, still associated in the minds of Americans with an airline disaster that killed 110 people last year, is to disappear after the company decided to merge with AirWays Corp, parent of Florida-based AirTran Air-

ValuJet Inc., parent of Valu-Jet Airlines, is effectively tak-ing over AirWays in an allstock transaction worth \$68.6m. But the new parent company will be named Air-Tran Holdings, and the Valu-Jet Airlines subsidiary will be renamed AirTran Airlines.

The deal ends a long struggle by ValuJet, a low cost-carrier, to rebuild confidence in its name after the crash in May last year in which everyone on a ValuJet DC-9 was killed when it burst into flames and plunged into the

Florida Everglades. Federal regulators closed down the airline for more than three months to conduct an intensive review of its operations, and afterwards permitted only a gradual return to full service. The airline has not made a profit since.

ValuJet's problems rubbed off on other low-cost carriers because it shook public confidence in the safety of small airlines. As recently as May, AirWays said adverse publicity about low-cost carriers was partly to blame for its after-tax ises of \$7m in the year to

March, compared with profits

of \$1.2m the year before. Low-cost carriers have also been suffering tough competition from the big airlines, which have been winning back passengers by cutting costs and cutting some fares.

On the other side of the Atlantic, intensifying competition has prompted similar costcutting efforts by British Air ways, only to embroil the airline in industrial action. ValuJet has a fleet of 30 air-

craft serving 24 cities from its base in Atlanta, Georgia. Air-Tran Airways has a fleet of 10 aircraft which fly leisure travellers from 23 cities to Orlando, Florida. Although ValuJet has been

losing money, it is not in immediate difficulties because it has substantial cash balances from the days when it was one of the US's most successful start-up airlines. At the end of March, it had \$137m. Mr D. Joseph Corr, ValuJet

sident and chief executive. said the merger had been driven by economics. Although the two companies would continue to operate separately, they would be able to share overheads, he said. The change of name would show "that we are new and we are different." Mr Stephen Klein, an equity

analyst at Standard & Poor's. said he doubted the merger had been arranged just to change ValuJet's name, "But if you had the choice between

# Saudi Chevron **Petrochemical Company**

The joint venture between Arabian Chevron Petrochemical Company Limited and Saudi Industrial Venture Capital Group

> **Project Financing of** US \$ 305,000,000

The undersigned acted as Financial Advisor to Saudi Chevron Petrochemical Company in this transaction

> الينك السعودى العالمى المحدود Saudi International Bank AL-BANK AL-SAUDI AL-ALAMI LIMITED

> > June 1997

London

New York

حكذامن الأصل

# Isuzu to develop diesel engines for GM

commercial vehicle manu- large trucks. Its activities and Opel. facturer, has been given a will cover diesel engines for worldwide mandate to passenger cars as well as which is building a Y26bn develop diesel engines for trucks in Japan, the US and General Motors, the US car- Europe.

growing importance of diesel and the increasing importance of Isuzu in its global

Isuzu will take on respon-sibility for the development engine production, which is vehicles, but Isuzu's new of all diesel engines used by the Japanese GM, other than those in very

The move is likely to European arm, as a supplier engines for General Motors of diesel engines to the group, although it could continue to produce them. Talks are under way on

carried out in the US, Japan technology "holds out the and Europe by GM, Isuzu The Japanese group.

(\$231m) engine factory in Poland, has developed a Brothers in Tokyo. direct injection diesel engine The move highlights the reduce the role of Opel, GM's for small passenger cars. which is more fuel-efficient, less noisy and has lower emissions than existing die-

sel engines.

potential that we could see penetration of diesel engines into the smaller passenger car market", said Mr Edward Brogan, analyst at Salomon

While many European vehicle makers are developing smaller direct injection diesel engines, Isuzu's engine is believed to be the smallest yet, with a capacity

Isuzu will supply Opel at all in passenger cars in with the new engines and is the US. also seeking to supply other carmakers in Europe.

ingly looking at diesel emissions, less noise and engines to reduce the emissions of carbon dioxide that sions, could make diesel lead to global warming. While diesel engines make

up about 20 per cent of Brogan. engines used in passenger cars in Europe, they consti-tute only about 3 per cent of diesel engines will find the Japanese passenger car greater acceptance in Japan

The benefits in Isuzu's new technology of greater Carmakers are increas- fuel efficiency, lower CO. lower nitrogen oxide emisengines more attractive to US drivers, notes Mr

Growing environmental market and are hardly used and other Asian countries.

ASIA-PACIFIC NEWS DIGEST

# Packer cuts stake in US insert group

Mr Kerry Packer, the Australian media magnate, has sold his majority interest in Valassis Communications, the US print insert group, for US\$432m. Valassis and Mr Rupert Murdoch's News Corporation dominate the US\$1bn US

print insert market. The sale, which reduces Mr Packer's holding in Valassis from 60.3 per cent to 5.4 per cent, has increased specula-tion that Mr Packer is building a warchest to increase his stake in John Fairfax Holdings, Australia's largest newsnaper group.

Publishing and Broadcasting, Mr Packer's publicly listed company, owns 17 per cent of John Fairfax. The government is expected to make a decision on rules on ross-media ownership within the next two months.

John Arbono, Sydney

### AUSTRALIAN RETAILING

### Woolworths' sales up 9.25%

Woolworths, the Australian retailing group, said sales for the 53 weeks to June 29 were A\$15.57bn (US\$11.6bn). On a 52 week to 52 week basis, sales were up 9.25 per cent. Mr Reg Clairs, chief executive, said the increase was mainly due to expansion in the food division. The company bought the Cannons chain of supermarkets in

Mr Clairs said Woolworths increased its market share in both food and general merchandising, in spite of the low level of consumer confidence. He said the increased sales should keep the group's profits in line with market

### MALAYSIA

### Trade Winds surges to M\$197m

Trade Winds, the Malaysian manufacturing, trading and plantations group, earned M\$197.1m (US\$78.7m) last year, a 84.9 per cent increase. Turnover rose 3.4 per cent to

The group attributed the increase to an improved performance at MNI Holding, formerly known as Timah Langat, which contributed M\$108.7m. The manufacturing and trading division rose 36 per cent due to higher productivity and an increase in operating margins, but the plantations unit was hit by lower palm oil prices.

Asif Hudo, Kuola Lumpin

Satisty

# Record production at Normandy

Normandy Mining. Australia's largest gold producer, yesterday reported record gold production of 1.5m ounces last year, as well as record zinc, copper and lead output. The company achieved a net realised gold price of A\$598 an ounce compared with a A\$446 per ounce spot price for the three months to June 30.

Mr Robert Champion de Crespigny, executive chairman said the company's strategy to lower gold production costs, and a 50 per cent increase in zinc output coupled with a higher zinc price, should substantially lift results, which are to be announced next mouth.

Mr Champion de Crespigny also announced that the board had decided to list Normandy on the Toronto and Montreal stock exchanges in October to allow investors easier access to the company. John Arbour

# **Green Cross** in deal to sell US Aids drug

By Gwen Robinson in Tokyo

Shares in Green Cross, the Japanese pharmaceutical company involved in a scandal over the sale of HIVtainted blood products, rose more than 4 per cent yesterday on the news it had gained the rights to sell an Aids drug in Japan on consignment from Bristol-Myers Squibb, the US drug manu-

facturer.
It will be the first Aidsrelated drug to be marketed domestically by Green Cross and is expected to help the company pay the huge damages owing in the contaminated blood products case. Green Cross shares closed

at Y455, up Y15. The drug, D4T, also known as Zerit Capsule, is similar to another popular Aids drug, AZT, and had US sales of nearly \$85m in the year to February. Green Cross will sell the drug after it gets final sales approval from the Japanese health ministry, which it expects this month.

The company, which began as Japan Blood Bank immediately after the second world war, became the country's top manufacturer of plasma derivatives.

It launched a restructuring this year with support from banks, following the arrests

of its top executives.
In March, three former presidents pleaded guilty to charges of professional negligence resulting in death through the company's sale of contaminated blood prod-

The executives were accused of approving continued sales of Christmassin, an unheated blood product, in 1986, even though safer heat-treated products were available and they had been unheated products.

Two other cases, which are still pending, are targeted at the alleged failure of health ministry bureaucrats to halt the sale of unsafe blood products.

Public criticism in the wake of the revelations led to a boycott of Green Cross products. The company has also agreed to pay more than Y20bn (\$177m) in out-of-court settlements to some of those infected with HIV from its products. A change in management

resulted in plans to merge Green Cross with another pharmaceutical company. Yoshitomi Pharmaceutical, within the next year. The merger has been seen as a rescue operation for Green



to expand and upgrade its semiconduc-

Michiyo Nakamoto in Tokyo. capacity from 20,000 wafers a month one of the group's most efficient semi-to 30,000 in the second half of 1998, conductor plants.

notified of the risks of NEC, one of Japan's leading NEC said. The Scottish plant will use semiconductor manufacturers, is 0.25 micron process technology to proinvesting an additional £200m (\$837m) duce the next-generation 256 megabit dynamic random access memory chips, tor plant in Scotland (above), writes as well as highly advanced system-ona-chip products. The decision reflects The investment will take production NEC's view that the Scottish plant is

NEC is moving fast into higher valne-added semiconductor products as the market for current generation 16bit D-Rams remains under pressure. Production of 16-megahit D-Rams, will remain stable at 13m units a month. while that of 64-megabit D-Rams will rise from 1m units a month to 3m units by the end of December.

# Macronix invests T\$200bn in new plants

By Laura Tyson in Taipei

Macronix International, a Taiwanese maker of microchips, yesterday announced plans to invest T\$200bn (US\$7.18bn) within 10 years to build three or four advanced 12-inch wafer fab-

rication plants. The plan makes Macronix

the sixth Taiwanese chipmaker to announce a largescale high-tech expansion in recent months in what is fast becoming one of the world's most dynamic and competitive chip production

Macronix said it would big co-operation projects targets of T\$2.7bn in net and T\$500bn, respectively.

with foreign clients that profit on sales of T\$14bn. would yield significant new orders. Mr Wu Min, chairman, said Macronix won US\$110m in orders from Nintendo, the Japanese video games maker, after several years of co-operation.

The company has set soon announce at least two ambitious 1997 performance

The Macronix investment plan is dwarfed by development plans unveiled in recent months by market leader Taiwan Semiconductor and its rival United Microelectronics. Taiwan's second biggest chipmaker. These are worth T\$400bn

This announcement appears as a matter of record only



# BANK IMPERIAL

USD 50,000,000 TERM LOAN FACILITY

LONDON FORFAITING ASIA LIMITED **Korea Merchant Banking Corporation** Senior Managers

**Arrangers** 

**Moscow Narodny Bank Limited Gyonguam Merchant Banking Corporation** HANWHA MERCHANT BANK Ost-West Handelsbank AG

Managers PT. Bank Ekspor Impor Indonesia (Persero), Paris Branch

BANK POLSKA KASA OPIEKI S.A. - PEKAO S.A. GROUP Skandinaviska Enskilda Banken Yeungnam Merchant Banking Corporation Zürcher Kantonalbank Baden-Württembergische Bank AG Bank Austria Aktiengesellschaft **BELFIMA Finanz und Marketing AG, CH-Zurich** (Subsidiary of Monaval Holding Limited, CH-Zurich)

**BAYERISCHE VEREINSBANK AG** MAGYAR KULKERESKEDELMI BANK RT NORDBANKEN AB Proteus Finanz AG

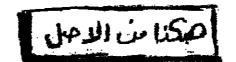
> Advisor to the Borrower **IMAG AG**

Agent LONDON FORFAITING ASIA LIMITED

July 1997

smashing ice on a frozen puddle braiding a desendes inventing reading the funnies Please give blood. There's a life to be saved right now. Ad Call 1-800 GIVE LIFE

حكدًا من الاحل



### **COMPANIES AND FINANCE:** THE AMERICAS

# JP Morgan earnings beat forecasts

By Tracy Comigan in New York

NAME AND STREET

acker cuts sta

n US insert gr

ती निद्धांत्रक पुरुष है ।

The second state of the second

Heading and the

et e Zirangan yang

Stage of the signal

State Comment

THE SHOP HAND IN THE SHOP IN

रिक्टिक क्षेत्र र चार्च क्षेत्र र सम्बद्ध

Maria de Legacia de la compansión de la co

\$15 A11111 E4

7. T. J. 7.

<del>-</del> 7 € 1

20-7-

2000

a puddle

<u>ئەم: ش</u>

milworths who up 425

ide Winds surges to Mg

and prediction at Some

No. of the state of

ر و پدرخون مو

Fix fix  $r_{i,T,q,p}$ 

difficult market conditions.

The bank reported net - above analysts' estimates of \$1.76, but down on the previous quarter and the same period last year.

"Morgan's global business gained momentum through

slow start," said Mr Douglas \$424m in the first quarter 31 per cent, to \$255m. Warner, chairman.

J.P. Morgan's financial were hurt by volatile market by heavy investment, with performance proved better conditions in March, when operating expenses rising 12 than expected in its second the US Federal Reserve per cent on the previous quarter, in the face of more raised interest rates. How- year, to \$1.791bn. The most companies which have charge in connection with income per share of \$1.85 in not yet reported - including the three months to end-May Salomon and Merrill Lynch started their second quarters in April. These will

conditions were highly favourable.

and \$440m a year ago. However, unlike J. P. Morgan, increase included a \$28m

Mr Warner said that investment banking results include June, when market were the strongest in the company's history. Revenues from advisory services J. P. Morgan's net income and from debt and equity the second quarter, after a of \$374m was down from underwriting increased

the renovation of office

The bank has invested \$392m, reflecting growth in Most financial institutions ever, profits were held back heavily in its equity underwriting and mergers and acquisitions business.

> several notable mandates in board members to reflect a Hertz's \$480m initial public diversity. Ms Ellen Futter, offering and a \$750m equity offering for American Stores. In M&A, the firm ranked seventh in completed global transactions in the first half of the year, according to Securities Data, unchanged

from last year. Asset management reve-

investment management and

chairman and chief executive of Xerox, who is well

private client activities. J. P. Morgan In equities, the firm won appointed two additional the quarter. It arranged commitment to workforce

president of the American Museum of Natural History. is the second women to join the board. The other new director is Mr Paul Allaire,

Discovery Communications of the US and the RBC said vesterday they planned to launch two satellite channels in Latin America as a 50-50 joint venture. The two channels are Aniknown for his commitment mal Planet – which is devoted to wildlife pro-

space in New York.

By Richard Waters . . in New York

General Electric's secondquarter earnings rose 13 per cent to a record \$2.16bn, \$% to \$69h in early trading patents on a medical scanbeating analysts' expectations and putting the most valuable company in the US nesses, nine registered Services, the financial serwell on course to top \$8hn

double-digit earnings gains information services unit, \$798m, or 37 per cent of the tors behind a 15 per cent under Mr Jack Welch, rein- which suffered from growing total. The advance came on increase in revenues, to

ing as a stock market ers of electronic commerce,

remarkable consistency of charge to reflect a legal its growth. Its shares rose ruling that it had infringed

double-digit gains in operat- vices arm and the only busting profits for the quarter, ness for which it reports The latest figures continue GE said. Two saw their prof results separately, rose 17 ny's installed equipment the long string of its fall: the group's small per cent from a year ago to base - were important facforcing the company's stand- competition among provid- a continued stream of for- \$22bn, GE said. It added that own stock in the period.

eign acquisitions, as GE Capfavourite for the breadth of and the medical instruments ital seeks to repeat its its earnings base and the business, which recorded a growth in the US on a global scale.

initiatives to drive the

quality improvements which have also been at the centre of Mr Welch's efforts to maintain GE's growth momentum, contributed to an increase in the operating profit margin from 16.3 per

### equivalent to 66 cents a share, a rise of 14 per cent, in part reflecting a continuation of the share repurchase

relationship between the two organisations, the BBC received a 20 per cent stake in Animal Planet in the US in return for access to its wildlife programmes. The BBC also gets paid for its programmes.

Discovery

and BBC

S America

grammes and which has

already been launched in

the US and Europe - and a

new channel, People and

The Latin American channels are the latest fruit of a

strategic alliance announced

last September between Dis-

covery, which is 49 per cent

owned by TCI of Denver.

Mr John Hendrix, the

founder of Discovery, which specialises in factual and

documentary television, said

the plan was to take both

As part of the growing

and the BBC.

channels global.

explore

By Raymond Snoddy

Animal Planet is already in 22m US homes and should be in 30m by the end of the vear.

Since the initial agreement between the two companies, Animal Planet had direct sellers has already created an asset worth \$100m for the BBC, Mr Hendrix said. "That is only a taste of the values that will be created over the next few years," he added.

Discovery is prepared to invest \$500m-\$600m in developing new channels with the BBC, without the BBC having to put up any risk capital.

"Our risk is lessened when we enter a market knowing that the BBC is on our side and not competing with us," Mr Hendrix said. The Discovery founder

added that the two were evaluating other possible channels, including a world Science channel.

Mr Bob Phillis, deputy director-general of the BBC and head of its commercial rations, said most issues surrounding the joint venture had been agreed and it was now a case of "tidying up the loose edges."

AMERICAS NEWS DIGEST

# Nortel to invest \$125m in Brazil

Canada's Northern Telecom is to invest US\$125m in a cellular telephone equipment plant in Brazil as part of a concession awarded earlier this week to provide cellular services in São Paulo. Nortel is a member of a consortium led by BellSouth, the US telecommunications group, and Banco Safra, the Brazilian bank, which won the concession. The consortium bid \$2,47bn, more than four times the specified minimum price.

Nortel's portion of the contract, valued at \$300m, will Nortel s portion of the contract, values at \$300m, will include designing and building a digital cellular network. Nortel and BellSouth earlier collaborated on setting up wireless networks in Israel, Chile and the south-east US. The São Paolo contract is the second of 10 new regional concessions in Brazil to be auctioned to the private sector. A group led by Bell Canada won the first concession, in a central-west region, last month. Bernard Simon. Toronto

PAPER AND PULP

## Georgia-Pacific optimistic

Georgia-Pacific, the US pulp and paper group, said it saw some price improvements late in the second quarter and foresaw further improvements in the second half of the year. It reported net income of 30 cents a share for the three months ended June 30, compared with 1996 secondquarter income of 6 cents. The First Call consensus estimate of Wall Street analysts was 24 cents a share. Geor-gia-Pacific's pulp and paper business reported operating profits of \$12m for the three-month period, compared with profits of \$33m a year ago.

### ■ VENEZUELAN POWER

### **Elecar to invest \$141m**

Electricidad de Caracas (Elecar), Venezuela's largest private power company, announced a \$141m investment plan to expand and improve the generation, transmission and distribution of power in the greater Caracas area in response to growing demand. Nearly one-third of the investment will go towards new information technology to increase control over operational costs and improve administrative efficiency. Elecar severely scaled back its investment plan last year as below-inflation tariff rises caused a drop in revenue. Raymond Colitt, Caracas

■ MEDICAL PRODUCTS

### Abbott matches expectations

Abbott Laboratories, the US drugs and medical products group, reported second-quarter earnings of \$522m, or 68 cents a share, exactly matching Wall Street expectations. The result compared with earnings of \$470m, or 60 cents, in the same period last year. Worldwide sales were \$2.9bn, up 7.5 per cent. Sales in the pharmaceutical and nutritional division were up 9.4 per cent at \$1.7bn, while hospital and laboratory product sales totalled \$1.2bn, up 4.9 per Reuters, Chicago

HOTELS

## Marriott upbeat

Marriott International, the hotels group, said it expected its "strong performance" to continue as it reported higher second-quarter results. Net income rose from \$75m to \$83m. or from 55 cents a share to 61 cents, in the three months to June 20. Sales rose from \$2,35bn to \$2,88bn. Agencies, Washington

Comments and press releases about international companies coverage can be sent by e-mail to international.companies@ft.com

# General Electric surges to record

Of the group's 12 busi-

Two of Mr Welch's recent

expansion of all the group's Earnings at GE Capital businesses - a move into more international markets. and sales of more parts and services around the compa-

cent to 17.1 per cent.

programme that saw GE buy back another \$862m of its

# Improved Compaq launches cut-price PCs as Compaq reported net utive, said: "Our outlook which see one "tower" PC which eliminate costs by

By Nicholas Denton

Compaq Computer, the world's third-largest computer manufacturer, sparked a new battle for the personal computer market yesterday when it launched four cutprice models following its efficiency gains in the second quarter.

Satisfying a bigger appetite

they rarely ponder

the contribution they are

making to the profits of the

food service industry. Yet distributing food and other supplies to caterers is big

business in the US - and it

is growing fast.
"It's something you don't

billions and billions of dol-

lars' worth of food products

moving every day on the

roads to the warehouses, and then to individual restau-

rants, hospitals and colleges," says Mr Jim Miller,

chairman and chief execu-

Even so, the food service

business gained a higher

profile at the end of last

month with the announce-ment that JP Foodservice

and Rykoff-Sexton, two of

the sector's larger operators,

were to merge in an all-stock transaction valuing Rykoff-

Sexton at about \$685m.
The deal will create a com-

pany with a customer base

of more than 130,000 restau-

rants, hotels, schools and

office cafeterias across the

US. It will supply them not

only with industrial-size

quantities of meat, fish, veg-etables and condiments, but

with cleaning products, lava-

tory paper, cutlery and everything else that restau-

rant operators need to run

"It's a huge industry, but

tive of JP Foodservice

tt's almost invisible."

months to June, a betterthan-expected 58 per cent sales up 25 per cent at \$5bn. by analysts.

Mr Eckhard Pfeiffer, Com-The announcement came paq president and chief exec-

Sysco, the industry leader.

Significantly, however,

even after the merger, JP

Foodservice's annual sales of

\$5.2bn will give it less than 4

per cent of the US food ser-vice market - an indication

of how fragmented the

industry is. Mr Miller says

more than 3,000 companies

most of them local distribu-

US food services: joining forces for growth

income before exceptional continues to call for a strong model fall from \$1,850 to shipping directly to customitems of \$422m in the three second half."

rise on a year earlier, on 21 per cent rise in the previons seven trading days, Earnings per share of \$1.48 dropped back \$1% to \$118% exceeded the \$1.39 forecast amid concerns about pressure on margins as a result of price competition.

consultancy, predicted that the US food service indus-

try's annual sales would rise

by \$80bn over the next 10

years because of an increas-

ing tendency among

Americans to eat away from

But increasing competitive pressures are forcing smaller operators

to seek mergers with larger companies – as elsewhere in

much of US industry, where

a seemingly insatiable thirst

for economies of scale has

contributed to the recent

record-breaking levels of

In the case of the food ser-

merger activity.

But the shares, which had reaction from Hewlett-Packanticipated a surprise with a ard, the second-biggest manufacturer, which is planning reductions of up to 25 per cent next week. The moves are a response

to gains in market share by Dell Computer and Gateway Yesterday's price cuts. 2000, two manufacturers

vice industry, several factors

are driving the trend

towards consolidation.

Merged companies can

become more competitive

because they achieve.

savings by sharing over-

heads and increasing their

buying power. JP Foodser-

vice expects its merger with

next three years.

quarter by a reduction in inventory from 60 to 39 days worth of sales. This streamlining, and an acceleration of the rate at which inventory is turned from 7.1 to 10.4 times a year, boosted Compaq's results by lifting its cash balance to

through "resellers".

Competition from the

forced Compaq to tighten up

its manufacturing process,

demonstrated in the second

\$5.1bn in June, up 165 per cent on a year earlier. Compaq also said it would build computers "to order", as Dell has done, to avoid the accumulation of surplus stocks of unpopular models which has bedevilled compa-

nies such as Apple. In a later phase, it plans to begin shipping strippeddown PCs to distributors, allowing them to install hard-disk storage devices and memory according to

Rykoff-Sexton to deliver the amount customers demand.

These savings can be especially important in technology. Food service companies are trying to become more responsive to their custom ers' needs - for example helping them manage their NEW ISSUE inventories more efficiently by providing just-in-time deliveries. To do this effectively requires heavy invest-

vehicles, and the costs can be absorbed more easily within a larger organisation. Another factor in favour of mergers is a desire among some customers to have a one-stop shop for their food service needs. Small, regional companies can be at a disadvantage when bidding for big, national accounts. Conversely. JP Foodservice's merger with Rykoff-Sexton

ment in technology, such as

computers in delivery

company into the only national distributor other than Sysco. So far, most of the consolidation in the food service industry has involved takeovers of relatively small companies. JP Foodservices' merger with Rykoff-Sexton differs because it involves two of the top 10 groups: and with the competitive stakes rising, industry observers

will turn the combined

next big deal. Richard Tomkins

are wondering how much

longer it will be before the



This announcement appears as a matter of record only.

# Toho Real Estate Co., Ltd.

U.S. \$50,000,000

3<sup>3</sup>/<sub>4</sub> per cent. Guaranteed Bonds 2001

Warrants

to subscribe for shares of common stock of Toho Real Estate Co., Ltd. The Bonds will be unconditionally and irrevocably guaranteed by

The Sanwa Bank, Limited

ISSUE PRICE 100 PER CENT.

**Daiwa Europe Limited** 

Sakura Finance International Limited

Fuji International Finance PLC Merrill Lynch International

SBC Warburg

Citibank International plc Credit Suisse First Boston

**ING Barings** 

D. E. Shaw Securities International

Sanwa International plc

Goldman Sachs International Morgan Stanley Dean Witter

Universal (U.K.) Limited

Cresvale Far East

Robert Fleming & Co. Limited

LG Securities Co., Limited

Towa International Limited

# **Base Rate**

cus that its Base Rute has been ed from 5.5% to 6.75% per annum with effect from July 10, 1997 until

The deal caps a string of are operating in the sector, smaller acquisitions by JP most of them local distribu-

smaller acquisitions by JP most of them local distribufoodservice in the past year tors with annual sales of just alone, it has bought four a few million dollars each other food service capulation of Rykolf Serton. The one sense, the opportunities for these companies in excess of \$400m With the acquisition of Rykolf Service. JP Foodservice will become the business itself is growing so the business their is growing so the business the food service business itself is growing so the business the food service business their is growing so the business the food service business the food

company in the US after McKinsey, the management

All facilities (including regulated consumer credit agreements) with a rate linked to Morgan Grenfell & Co. Limited Base Rate will be varied accordingly. \_ \_ .

23 Great Winchester Street, London EC2P 2AX

Morgan Grenfall & Co. Limited

Deutsche Morgan Grenfell

The Financial Times plans to publish a Survey on Bermuda

For further information, please

Maria McCoy Tel: +44 171 873 3746 Fax: +44 171 873 3062 Penny Scott

Tel: +212 745 1346

on Monday, November 3

contact:

or your usual Financial Times representative

Fax: +212 319 0704

# Daimler to cancel Cap Gemini notes

breaching the 33 per cent

level of ownership which

make a full - and costly -

bid for Cap Gemini.

under French stock market

By Graham Bowley In Frankfurt

Daimler-Benz, the German motor and industrial group. said yesterday it would more than fully compensate for about DML4bn (\$795m). investors after it moved to cancel the exchangeable dant the earlier move by to sell its stake in Cap Gemini, the French software consultant.

investors follows the investment bank. decision on Wednesday by

CGIP, the French holding heavily subscribed and was shares purchased from Daimler had realised a very Daimler Benz Inter Service company which already due to settle at the end of Daimler Benz to other mardiage capital gain on the Openis, the group's financial owned a 20 per cent stake in this month. Daimler said ket investors, through owned a 20 per cent stake in Cap Gemini, to use its right of first refusal to purchase Daimler's 24.4 per cent stake The decision made redun-

notes it had intended to use Daimler-Benz to use exchangeable bonds to place its share with investors in an innovative issue arranged The move to reassure by Goldman Sachs, the US

The bond issue

yesterday that investors that bought the bond would now be repaid at 104 per cent of the issue price early next month.

The bonds are trading at about 4 per cent above the launch price. CGIP has used Daimler's

Daimler said the decision by CGIP meant it would stake to raise its own share in Cap Gemini from 20 per receive a large non-recurrent income in the second half of cent to 30 per cent.

J. P. Morgan and Société with this deal," said a source munications division. Générale. This was to avoid close to the transaction.

investors would have been rules would have forced it to able to exchange the notes at any time for shares in the French company. By placing the stake in the form of exchangeable notes, Daimler had aimed to avoid depressing the market.

Daimler decided to sell its stake in Cap Gemini to raise Under the bond issue, capital to strengthen its own information technology

> Daimler said it would also buy Cap Gemini's 19.6 per cent stake in Debis Systemhaus, part of Debis.

This is expected to cost the German group about

Vintage

# Behind the high walls at Gazprom

Accounting Standards mark of this industrial giant. a milestone in the giant Rus-

accountable corporation. mysteries that have surbankers, shareholders and competitors to gain a clearer understanding of its prom would rank as their

"There is nothing mystical about Russian accounts," says Mr Bruce Edwards, a partner at Price Waterhouse, who led the audit team. There is a huge misconception that Russia is somehow different, but I do not see it being much different to any-

The audit may reassure potential creditors and make it easier for the company to raise money on the international capital markets. But the increased transparency will also lead to a higher level of critical scrutiny, intensifying the pressures on management.

The stark numbers in the accounts, though, conceal an preted for the IAS format.

By Mark Ashurst

Gold Fields of South Africa,

the mining group poised to

come under the control of

black investors, yesterday kicked off the quarterly

reporting season with a fail

However, Mr Keith Spen-

cer, general manager of gold

operations, said the group

had achieved its aim of con-

taining rising costs at its

result. Working costs stayed

more or less the same ...

Revenue was down because

Analysts had predicted

of the gold price," he said.

that the further drop in bul-lion prices, which this week

fell to a 12-year low, would

"This was a very pleasing

for the June quarter.

deep level mines.

azprom's first extraordinary human effort under International a true and fair financial view

By any measure, Gazprom sian gas company's evolu- is a colossal company. It to 80 autonomous units. tion into a transparent and accounts for about 8 per cent of Russia's gross domestic By stripping away the product and one-third of the world's known gas reserves, rounded its finances, Gaz- and operates enough pipeprom has allowed outside lines to circle the globe nine

To most auditors, Gazwildest dream – or their worst nightmare.

Price Waterhouse, which charged \$12m for the audit and related work, devoted 45 staff to the task with an additional 25 specialists at peak times.

The most-travelled team member flew the equivalent of 3.5 times around the world view on the company's Arctic reserves and assess the value of its social assets. such as schools, hospitals

Mr Edwards says that the

quality of the financial information collected within Gazprom was extremely high, but it needed to be reinter-

Gold Fields' decline

in the current quarter.

period to June 30.

Net profit before capital

expenditure fell from R236m

to R192m (\$42.6m) for the

The average gold price

received fell by 4.5 per cent

to R49,411 a kg. Unlike last

year, when the sharp devalu-

ation of the rand against the

dollar helped South African

mines in a weak bullion

market, the currency has

Rembrandt, the mining

and industrial group which

owns 40 per cent of GFSA Holdings, Gold Fields' parent

company, is in talks with

New Africa Investments,

South Africa's biggest black-

owned company, to give it

joint control of Gold Fields.

Reports of the undermentioned companies for the quarter ended 30 June 1997

were released to the relevant Stock Exchanges yesterday and have been

Deelkraal Gold Mining Company Limited

**Driefontein Consolidated Limited** 

Kloof Gold Mining Company Limited

Gold Fields Coal Limited

Northam Platinum Limited

Copies of the reports will be posted to all shareholders of the companies, but are

also available to the public from the London Secretaries, Gold Fields Corporate

Services Limited, Greencoat House, Francis Street, London SW1P 1DH.

published in the press in South Africa today:

remained relatively stable.

results prepared that went into trying to gain the sheer size of the company and its history. Gazprom was formerly a ministry which was made up of 70 There were about 1,000 independent accounting units within these subsidiary enterprises," he says.

The audit team encountered some initial reluctance to share information with outsiders - it was not long ago that information about Gazprom's gas reserves was

"This inhibition...was very short-lived," Edwards says. "If an auditor does not get the information. he will qualify his report."

value of Gazprom's gas reserves will not in the first year to take a be known until an international surveying firm releases its findings. For the purposes of the audit, however, a rough approximation was all that was required.

Mr Edwards says that the auditor's interest was to ensure the company had sufficient reserves to support its assets, chiefly the pipe-

chairman of New Africa and

past president of the

National Union of Minework-

ers, at the head of the min-

Gold Fields reported a

sharp recovery at the Kloof

mine after stoppages during

the previous quarter. Operat-

ing profit almost doubled

from R28.3m to R46.4m,

helped by a 15 per cent rise

merged with a neighbouring

mine owned by Anglo American, South Africa's biggest

company, reported an oper-

ating loss of R3.4m, com-

pared with a profit of R1.1m

previously. The mine will be

Gold price firms, Page 32

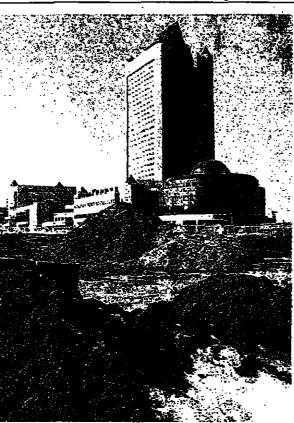
sold to Anglo by October.

Deelkraal, due to be

in gold output to 5,572kg.

Falling prices behind |Eurotunnel's

third-largest gold producer Cyril Ramaphosa, deputy



A reluctance to co-operate with the audit was short-lived

investors make

courts.

voices heard

lifeline of 20 years while the be 80 years," he says. Fortunately, Price Waterhouse did not have to check pops up in Germany gives every mile of Gazprom's you a pretty good clue."

"You do not know that the

By Andrew Jack

What the more radical

shareholders of Eurotunnel

may have lacked in power,

they made up for in voice at

the extraordinary general

meeting of the cross-Channel

rail operator held yesterday.

had gathered at the largest

conference hall in Paris to

witness the most important

recent event in their compa-

ny's history, with a chance

to vote on its £8.5bn

(\$14.36bn) financial restruct-

Accompanied by a few whistles and a trickle of

applause, Mr Patrick Pon-

solle, the company's co-

chairman, walked on to the

stage, and quickly answered

the first and most important

question: whether his recent

efforts to generate a quorum

of 25 per cent of its 920m votes had been sufficient.

indeed succeeded brought

applause from supporters of

the moderate Association of

Eurotunnel Shareholders,

which decided to vote in

favour of the plan last week.

Its president, Mr Christian

Cambier, was named a scru-

tineer for the forthcoming

While his group sat

together at the front like

teachers' pets. Adacte, the

more extremist shareholder

association, had other ideas.

It has pushed for Eurotunnel

to be placed in the hands of

The news that he had

uring with creditor banks.

More than 2,000 investors

That has an estimated pipeline exists because it is mostly underground, gas reserves are estimated to says Mr David Gray, another member of the audit team. "But the fact that the gas

John Thornhill

the French insolvency

Mr Albert Jauffret

Adacte's leader, said: "We

want to make Ponsolle fall,"

calling the bluff of the chair-

man, who had threatened to

resign if he could not

achieve a quorum. He rallied

his members in the hope

that they would swing the

balance of power and pre-

vent the EGM taking place.

With that battle lost, the group switched tack, enter-

ing the hall and sitting at

the back like classroom reb-

els letting out periodic out-

bursts during the presenta-

tions of Eurotunnel's

directors and other speakers.

"Rubbish", "fraud", "lies",

they called out, alongside

other less printable insults.

Between each presenta

tion, a Belgian shareholder

attempted to speak out.

When he eventually man-

aged to seize the podium, his

convoluted comparisons

between the Channel link

and a Japanese tunnel proj-

ect met a mixed reaction.

and he was forced to retreat.

that he hoped they would

vote "not with resignation,

but with encouragement for

our staff, executives and the

perspectives of the

Among those present

many of whom had seen sub-

stantial savings made all but

worthless - the mood

seemed one of bitter accep-

tance by people confronted

with no realistic alternative.

Mr Ponsolle told investors

# year for Spain's Bolsa

By Tom Burns in Madrid

Quality Rioja wine is moving from the cavernous bodegas where it is stored in northern Spain to the booming computerised market of Madrid's Bolsa.

Barón de Ley and Cune are the first two wine producers to seek a stock exchange listing, and both yesterday reported strong demand for shares in initial public offers that will be completed early next week. Barón de Ley is placing

nearly 75 per cent of its stock, which was previously controlled by Mercapital, the venture capital firm, in an issue worth about

Ptalobn (\$67m).

The issue is aimed at domestic and international institutions and is co-ordinated by Merrill Lynch, the US bank.

Demand for Baron de Ley shares is running at 15 times the number offered and the final price, due to be fixed on Monday, is likely to be set at the top of its Pta1,950-Pta2,250 range.

Family-controlled Cune, which is offering 25 per cent of its stock in a placement that includes a 7 per cent capital increase, closed its book on Monday, the first day of the subscription period. Demand rose to five

on offer. The Pta2.83bn placement, which is primarily aimed at small Spanish savers and is co-ordinated by Santander Investment, the domestic

bank, was priced at a maximum Pta3,900 a share. The successful arrival of Rioja wine on to the high table of domestic capital finance underlines the grow-

ing breadth of the Bolsa, at a time when its index has gained more than one-third since the beginning of the However, Santander Investment has underplayed the Cune issue to avoid a

repetition of the hectic trading that followed the listing in March of Adolfo Dominguez, the fashion designer. That IPO, similarly sold to retail investors, was 100 times subscribed and its

shares caused chaos on the Bolsa when their issue price doubled in value on the first day of trading. In addition to Adolfo Domínguez, a series of listings this year – such as the hotel group Sol Meliá and

the fast food company Tele-Pizza – have added depth to the Bolsa and broadened its investor appeal. Barón de Ley and Cune are riding the crest of a

Spanish quality wine wave as demand outstrips production capacity. Barón de Ley aims to lift

its sales volume from 8.6m litres last year to 10.8m by Cune, which has complete

control of its processing procedure, aims to add a further 450,00 litres to its present 5.8m-litre capacity.

mer president of the national

railway SNCF, to submit

"before the end of the sum-

mer, a study on the eco-

nomic and industrial per-

spective" of a nickel

firmed its "wish to see the

building of a nickel transfor-

mation plant in the north of

The likely reappointment

of Mr Rambaud is expected

to upset Union Caledon-

ienne, the nationalist party

whose president set a 48-

hour ultimatum on Tuesday

for the replacement of the

chairman. However, the

nationalists should be pleased that the government

now plans to appoint two

Caledonian directors to the

The government con-

transformation plant.

the island".

**EUROPEAN NEWS DIGEST** 

# KGHM rises 12% on Warsaw debut

Shares in KGHM Polska Miedz, the Polish copper group, surged 12 per cent to 23.5 zlotys yesterday in their first day of trading in Warsaw. Local retail investors, who paid 19 zlotys a share, saw a 24 per cent rise in the stock. The privatisation of KGHM was the largest disposal of an industrial company in Poland.

Trade in the shares was worth 116m zlotys (335.2m), almost half of the Warsaw Stock Exchange's total volume

At yesterday's closing share price, KGHM has a market capitalisation of 4.7bn zlotys. This raises the value of the shares traded on the WSE by 12 per cent 43.7bn zlotys.

As much as 21 per cent of KGHM's equity is to be listed abroad in the form of Global Depositary Receipts, and the copper company is the first large central European indus-trial producer to be listed in London. Local institutions and small investors hold 15 per cent of the equity, while management and employees are to be handed a further 15 per cent. The Polish treasury retains 49 per cent.
The sale, which was handled by UBS. BZW and the

local Wielkopolski Bank Kredytowy, was 4.3 times sub-scribed by foreign institutions at a price of 21 zlotys a Christopher Bobinski

REMY COINTREAU

## Downgrades hit shares

Analysts have revised their profit forecasts for Rémy Cointreau, the French wines and spirits group, following Wednesday's release of disappointing results for the financial year to March 31. The company's shares yesterday resumed their fall, losing 2.7 per cent to close at FFr127. This follows Wednesday's 12.4 per cent fall to FFr130.5. EIFB, the brokerage arm of the CIC banking group, lowered its profit forecast for the company to FFr127m (\$21.3m) from FFr182m, for this year and from FFr216m in 1998-99 to FFr195m. On Wednesday, Rémy Cointreau reported a decline of 70 per cent in its annual net profit from FFr120m to FFr38m.

Analysts predicted the company would continue to suffer from its gamble on the foreign exchange market. Rémy Cointreau, which expected the dollar to remain stable - or fall - against the franc, has set up foreign exchange positions that limit its revenues for three years, when the dollar rises. "The dollar remains a nightmare for the group," EIFB said. "Every time the dollar rises above FFr5.4, a financial loss will be recorded." Samer Iskandar, Paris

**E GERMAN INSURANCE** 

## Allianz to retain Ergo stake

Allianz, Germany's biggest insurance group, yesterday indicated it was in no hurry to sell its stake in Ergo, the direct insurance group created this month by the merger of Hamburg-Mannheimer and Victoria Insurance. "There is no reason to sell since we have the feeling that this is going to be a very good financial investment," Allianz

Allianz was left with about a 10 per cent stake in the new group following the merger, through its 20 per cent stake in Hamburg-Mannheimer, a subsidiary of Munich Re. Mr Henning Schulte-Noelle, Allianz chief executive. was yesterday reported as saying that Allianz did "not fully rule out" pulling out of the venture in the long term. The move to create the new merged group reflects the broader consolidation in Europe's financial services secto and could present a challenge to Allianz. The new company is expected to have annual sales of about DM21hn (\$11.9) and about 8 per cent of Germany's insurance market - about half the market share of Allianz.

Graham Bowley, Frankfurt

**■ SWISS PTT** 

## Life deal with Winterthur

Switzerland's barely profitable postal service will attempt to inject some fizz into flagging sales by marketing life assurance to the country's scattered population. Under an agreement to be announced today with Winterthur, the Zurich-based insurance group, it will begin selling simple life products from next year. The postal service, which employs 40,000, is owned by the glant state-owned conglomerate Swiss PTT, whose operations range from running yellow Postbuses through remote mountain areas to high-speed data transmission services. Shares in Winterthur have risen nearly 12 per cent this month amid renewed speculation that it could strengthen links with Credit Suisse, the banking group. They edged up another SFr18 to SFr1,438 yesterday, but the company played down suggestions of a big deal. Christopher Adams, Insurance Correspondent

TOURISM

# Sonae to buy Torralta

Mr Belmiro de Azevedo, the Portuguese entrepreneur, has made tourism a strategic sector of his distribution-led group by buying Torralts, the state-controlled leisure company which runs the country's biggest holiday development. Imparsa, which was spun off from Mr de Azevedo's Sonae group in January, has reached an agreement with the government to acquire Torralta, which has been in receivership for two years. The deal involves paying off the leisure group's Es4.9bn (\$27.5m) debt to the state.

Torralta, whose main development is a holiday complex

on the Troia peninsula, 45km south of Lisbon, once accounted for 6 per cent of Portugal's total tourism revenue. Trois is the country's biggest tourism development in terms of beds. Analysts said yesterday Imparsa was expected to invest at least Es28bn in Troia - Es10bn to recuperate existing real estate and Es18bn in new proiects. Its plans are understood to focus on tourism for middle-income families and the elderly, leisure activities including a yachting marina, and gambling.

Mr de Azevedo owns 52.1 per cent of Imparsa, created in demerger to handle the industrial holdings of his group, as well as other diverse interests, including newspapers, hotels and information technology. The division enables Sonae Investimentos, of which Mr de Azevedo also holds 52.1 per cent, to concentrate on the group's hypermarket and supermarket chains, which account for about 40 per cent of the Portuguese market.

# Eramet chief set to stay

## ♣IRISH PERMANENT

\$100,000,000

Floating rate notes 1998

Notice is hereby given that for the interest period from 9 July 1997 to 9 October 1997 the notes will carry an interest rate of 7.3625% per annum. Interest payable on 9 October per \$10,000 note and \$1,855.75 per \$100,000 note.

Agent: Morgan Guaranty Trust Company **JPMorgan** 

LOTHBURY Lothbury Funding No.1 PLC £144,000,000

Class A1 Notes Mortgage Backed Floating Rate Notes due 2031

Notice is hereby given that there will be a principal repayment of £5,259 per £100,000 Note pursuant to Clauses (5b) of the Notes on the interest payment date 10th July 1997. The principal amount outstanding on 11th July 1997 will therefore be £22,136 per Note.

NATWEST MARKETS

USD 140,000,000 MORTGAGE ASSOCIATION INC. Guaranteed Secured

Floating Rate Notes due 1998 6.03125% Interest Period July 10, 1997 October 10, 1997

11 July 1997

Interest Amount due on October 10, 1997 per USD 29,017.98 USD 447.26 BANQUE GÉNÉRALE DU LUXBMBOURG Agent Bank

By Samer iskandar in Paris nationalists in the French Pacific territory. Yves Rambaud, emerged as the main benefi-

chairman of Eramet, has ciary of the French government's latest attempts to resolve its conflict with minority shareholders of the French metals and mining

appointment of Mr Rambaud as chairman. Mr Alain Juppé, the for-

government plans to strip

Eramet of a nickel conces-

This week's decision was made "with the approval of

Erap", the state-owned holding group that holds 55 per cent of Eramet, according to the board. It will be submitted to shareholders at the annual meeting on July 31. The former administration

After a meeting this week supported a plan by SMSP, a of Eramet's board of direc- company controlled by tors, the company said it Kanak nationalists, to build was considering the re- a smelter with Canadian mining group Falconbridge, using nickel from Eramet's concession. The Koniambo mer prime minister, wanted concession, with roughly 500,000 tonnes of reserves, to replace Mr Rambaud because of his opposition to accounts for a quarter of

Eramet's resources. Mr Lionel Jospin, the new sion in New Caledonia, a socialist prime minister, has move demanded by some asked Mr Philippe Essig, for board. 30 Group of Thirty

Global Institutions, National Supervision and Systemic Risk A Study Group Report

Rapid changes occurring in the international financial system have produced new sources of risk and new routes for their transmi At the same time, the operations of trans-national financial nstitutions and global markets have outgrown national accounting. legal and supervisory systems on which the safety and soundness of the financial system rely. Bridging the gap between global finance and national infrastructure will require an ambitious effort by the private sector to devise principles to guide risk management reporting and supervision of global institutions and markets.

ا مكنا من الاجل

GHNI rises 12

the meriting of

with Winterther.

r to buy Torraliz

A substitute was a will make sure you benefit from our financial weight and product expertise. As the

med qualities ensure strong foundations on which you're able to build.

HSBC Investment Banking



# Senior heads roll at Hambros

By John Gapper and Clay Harris

The failure of the attempt by the businessman Mr Andrew Regan to buy the Co-opera- conduct. The individuals year. tive Wholesale Society involved could also face disclaimed its most senior victims to date yesterday when Futures Authority. three directors of Hambros. the merchant bank. resigned.

The resignations of Mr Nigel Pantling, the head of CWS, is one of the most sericorporate finance at Hambros, and Mr Peter Large and Mr Andrew Salmon, former advisers to Mr Regan's Galileo Group, came as Hambros published the conclusions of an inquiry into its conduct.

The inquiry by the law distributing copies of confi-firm Norton Rose has been dential CWS documents to tion from staff.

1995, would be paid three months' notice along with England, which is conducting an inquiry into Hambros' cipline by the Securities and

The affair, which has already led Sir Chips Keswick, the chairman of Hambros, to apologise to ous blows to a merchant bank's reputation since the Blue Arrow affair involving County NatWest in 1987. Hambros said it showed a "failure of implementation" of its internal controls,

which led to the bank

given to the Bank of more than a dozen other City firms as part of Gali- inal charges relating to the leo's bid attempt earlier this

> It said the conduct of indidards of good business prac-tice", but the Norton Rose inquiry had not found "any dishonest intent" among Hambros staff.

> The bank said "a number of members of staff" had been disciplined and it was tightening its controls in some areas. The inquiry is thought to have found that

Mr Regan, who faces crimalleged theft of CWS documents along with Mr David Lyons, a fellow director of viduals involved in taking Galileo, and Mr Allan Green. and sending out information a former CWS executive, "fell well short of the stan- said that the "true story" was starting to emerge.

Mr Regan said he still "awaited an apology from those who took Galileo's money so readily" and it was "clear the advice Galileo paid so many millions of pounds for, and followed every inch of the way, was inept"

Hambros said Mr Pantling, 46, who joined the bank in

the other two directors. It said he would be succeeded by Mr William Nabarro, the head of corporate finance in-

Earlier this week, Mr Nigel Campion-Smith resigned as a partner of Travers Smith Braithwaite, the law firm which had acted for Galileo in the affair.

Hambros and Travers Smith Braithwaite may still face legal action from the liquidator of Galileo. their former client. Ernst & Young said it was proceed-ing with its intention to "seek some recompense'

# **Nephew** approach months' notice along with the other two directors. It By Roger Taylor and

Smith &

Smith & Nephew, the UK's leading healthcare group, is seeking large strategic acquisitions to protect its position in the market.

Mr Chris O'Donnell, who took over as chief executive at the start of the month, has made one acquisitions approach and is predicting rapid consolidation in the medical devices industry.

He said he had approached Roche, the Swiss pharmaceuticals group, with an offer to buy DePuy, the US artificial limb maker but had received no response.

Roche will get 84.2 per cent of DePuy as part of its agreed \$11m acquisition of Boehringer Mannheim, the diagnostics company. It has said it is unfamiliar with DePuy's business and will have to take a close look at the company before deciding what to do with it.

Mr O'Donnell said he had made clear his interest in buying DePuy but added that he was also interested in acquiring other leading US orthopaedic businesses such as Zimmer, the market leader, owned by Bristol Myers Squibb or the quoted

groups Stryker and Biomet. Mr O'Donnell suggested that US pharmaceutical groups such as Bristol Myers Squibb and Pfizer might decide to sell their healthcare divisions following the example of Eli Lilly, the US pharmaceuticals group, which demerged its medical technology arm

Guidant, in 1994. Analysts agreed that consolidation in the medical devices sector was likely following increased centralisation of buying power among US health providers, which had put pressure on prices. Ms Amy McDonald, analyst with investment bank hman Brothers, said most US bospitals had cut the number of suppliers from about 6.000 to 1,000. Companies not among the top three

suppliers for any product would struggle to survive. Smith & Nephew, which has a range of product areas including wound dressings, castings and endoscopy is number four in the orthopaedics market with a 10 per cent share. A link with DePuy or any other leading company would make it

market leader.

Analysts said it would be threatened if DePuy went to a competitor but questioned whether it had the resources to buy the company capital-Smith & Nonhew charge

have fallen from 216p to 165p over the past 10 months, hit by stronger sterling, and are on a lower rating than similar US groups. Mr O'Donnell said he hoped to move towards correcting this by providing a US listing through an ADR facility in the next 18 months.

# LEX COMMENT

The UK government is in a frightful muddle over foreign income dividends (Fids). Having boldly abolished them in the Budget, an ignominious climbdown from the supposedly iron chancellor now looks inevitable. Even worse, he appears not to be contemplating a proper solution – just a sticking-plaster. What, he should be asking, are Fids for? They were a partial answer to the probem of "surplus ACT" - a noxious and arbitrary

by-product of the advance

Net receipts (Ebn)

corporation tax system. No-one seriously thinks it is a defensible tax. But so long as ACT exists, it is to some extent an unhappy inevitabil-

Therein, however, lies the obvious solution to the chancellor's problem. Having abolished the main benefit of ACT - pension funds' tax credits - the right course now is to abolish the tax altogether. Companies would pay corporation tax instead, the problem of surplus ACT would disappear, Fids would not be needed and individual shareholders could be left untouched. Meanwhile, the resulting one-off blip in the government's revenues could easily be dealt with by, say, moving to a US-style quarterly system of corporation tax collection.

The only snag is that the government would lose all that surplus ACT. Hence the attraction of compromise fall-backs like a more restrictive Fids system. But their only appeal is that they continue to raise an unjustifiable tax. The chancellor has a golden opportunity to move to a simpler, fairer system and he should not fluff it.

# Goode Durrant avoids market hazards

By Charis Gresser

Goode Durrant, the year were squeezed, howspecialist vehicle and equipment hire company, shrugged off a difficult market with a 20 per cent jump Goode Durrant's rivals in annual pre-tax profits pushed down rental rates.
from £21.3m to £25.5m Mr Waring said: "We have £104.9m to £139m.

The shares rose 11p to close at 436p vesterday as Mr start of the year we have Michael Waring, chairman,

had started to ease. Operating margins for the

ever, slipping from 24.3 per cent to 22.4 per cent, as manufacturers put up prices and Mr Waring said: "We had considerable success in arresting the fall in hire rates and indeed, since the

GE of America acquiring both TLS and Smith Self-Drive would also improve the market outlook. Mr Waring added that

facturers had eased. Capital expenditure on the company's hire fleet was £118.1m (£78.6m). Depreciation and amortisation was £48.2m. Mr Waring said it had some success in moving

price rises from car manu-

said that the recent consoli- continue to expand at last of this to be achieved organidation in the market, with year's rate - 42 per cent to 16,000 vehicles - and expected future growth rates

> tion rate, as it had for the past five years. Mr Waring said that with just 8 per cent of the light commercial vehicle hire market, there was plenty of room for Goode Durrant to Earnings per share rose to

enjoy a 91 per cent utilisa-

cally.

The UK has only 8 per cent of the total light comnearer 20 per cent. mercial vehicle market on The fleet continued to hire, unlike the US, where the figure is closer to 40 per cent. Goode Durrant is stepping up its marketing to convince UK companies to move towards the US model.

The 6.8p final dividend makes a total of 10p (8.6p).

# Tax credits go out with a whimper

**Tony Jackson** notes a subdued market reaction to the dividend policy change

since the Labour governits on dividends. Investors and corporations are still do so not by selling, but by scratching their heads over reducing their buying. the implications. Some of them are less obvious than they look.

Take, to begin with, the What effect should the change have on the FTSE All-Share Index?

For tax-exempt investors mostly the pension funds heir dividends. For the res it made no difference. At a rough guess, tax-exempt the UK market. Logic thereshould have fallen 10 per cent, as a means of restoring the average yield to investors overall.

In fact, nothing of the sort has happened. Since the FT gave advance warning of the change almost a month ago, the All-Share index has fallen by less than 1 per cent. Since the Budget itself, it has risen. Partly, this was because

the move has been in the market's mind ever since Mr Norman Lamont's 1994 Budget took the first bite out of tax exemption. But as one senior fund manager points out, there is more to it than

Bear in mind, he says, that nension funds have been

t is now just over a week reducing their UK equity

weakening the market other

This is particularly true of well-founded\_

funds, dividend income and capital gains were formerly equivalent, since they paid tax on neither. Now, lowyielding shares - those expected to provide future points out, there has been atively more attractive.

weightings for several years. ment abolished tax cred- Doubtless, they will continue to do so. But they will If this had the effect of

investors - those unaffected by the change - would tend level of the UK market. to push it up again. For if UK equities were worth a given amount to them before, why should they not be worth the same today?

the effect was to knock 20 foreign investors, who have per cent off the value of done much of the buying further incentive: it was immediately apparent that investors account for half the Budget was fiscally lax. and that interest rates and fore suggests the market thus sterling were bound to rise in consequence. As today's base rate rise shows. the calculation was

Examine the market in detail, and a further paradox emerges. As Mr Colin Lever of the consulting actuaries Bacon & Woodrow observes, high-yielding shares should have been hit harder by the change than low yielders.

This is because for pension

capital gains - should be rel-Again, nothing of the sort has happened. As the chart

How they compare

shows, the FTSE 350 Higher Yield Index has outperformed the Lower Yield index perceptibly in recent months. Since news of the Budget move broke in mid-June the Higher Yield Index has fallen 0.6 per cent, the Lower Yield 1.8 per cent.

In part, this is probably the foreign effect once more: the attraction of high-yielding shares in an appreciating currency. But what if companies on high yields feel more pressure to compensate the pension funds by raising their dividends, thus improving their value to other

There is room for caution here. As one fund manager spectacular dividend growth from UK companies in the recent past. Nor is it clear that companies will want to set their dividend policies in relation to one particular

class of shareholders.

At least two further responses from companies are possible. First, they may embrace the philosophy of share buy-backs. Americanstyle, in lieu of dividends. Second, those with overseas earnings may switch to paying foreign income dividends. Although these were proposed for abolition in April 1999 in the Budget, the government is apparently about to think again.

In one sense, all three responses are linked. All involve finding ways of handing cash to shareholders. This may pose a problem, since the new government is opposed to this in ideological terms. Mr Bob Semple, equity strategist at NatWest Markets, says: "The fireworks.

Labour party is saying it wants companies to invest, and doesn't like shareholders getting the loot. They would probably find more ways of discouraging companies from paying out."

It is early days for compa-nies to establish their policies. Meanwhile, as yesterday's interest rate rise serves to underline, the market has more pressing questions to consider.

Thus, investors need to sort out the proper relationship between equities and bonds under the new regime. In particular, they need to consider the appropriate yield gap between equities and index-linked gilts. That gap, after all, represents the risk premium appropriate to equities.

That risk is arguably higher than before, to the extent that the government has shown hostility to cash distributions. Meanwhile. the yields on other asset classes - cash, gilts and property - are moving around in response to changes in monetary policy. In such a volatile environ-

ment the response to the government's action cannot be precisely measured. The likelihood is that pension funds, in particular, will allocate less to UK equities over time until they feel a new balance has been struck. But as the last week suggests, this need not mean

# ised at \$2.4bn.

# L-tip criticism at Yorkshire Water AGM

By Chris Tighe in Harrogate

Yorkshire Water's proposal to introduce a generous incentive plan for top executive directors was overwhelmingly carried by proxy votes at yesterday's annual meeting despite vocal shareholder opposition.

The plan, which links rewards to total shareholder return, in the form of share price growth and dividends. would award executive directors up to 40 per cent of their salary annually in bonuses in the form of shares.

The plan was approved by 184.8m votes against 4.77m. The Harrogate AGM. attended by 195 shareholders, voted on a show of hands in support of four but the weight of proxy votes defeated them. Some shareholders queried

whether proxy votes could be cast on amendments not proposed prior to the AGM but Mr Brandon Gough, chairman, said proxy votees gave discretion to the chairman to vote on any matters which came before the meeting. Afterwards, as some shareholders filed out complaining that the meeting had been a waste of time. Waterwatch campaigners said the outcome highlighted the wider problem of lack of shareholder democracy. They said they would pur-

The L-tip - or long-term incentive plan - described

Department of Trade and

by one shareholder as a "nice little earner" applies to three executive directors, Mr Kevin Bond, group chief executive, Mr Jonson Cox, managing director of Yorkshire Water Services and Mr Brian Wilson, group finance director. In the 12 months to March 31 their salaries amounted to £144,000. £110,000 and £125,000 respectively, and total emoluments, excluding pension contributions were \$176,000 £180,000 and £164,000 respec-

tively. Pirc, the corporate governance consultancy, and Waterwatch had both opposed the scheme, arguing performance vardstick should include aspects like customer service. Waterwatch argued that 96 per cent of Yorkshire Water's profits came from its regulated water business where profits were virtually guaranteed.

The proposed amendments were that environmental and customer service criteria be included in the performance targets: that the scheme operates over five not three years; that performance be measured against all 10 regional water and sewerage companies; and the plans come into effect in April 1998, not April 1997.

### NOTICE OF 1997 ANNUAL GENERAL MEETING OF SHAREHOLDERS AND OF EXTRAORDINARY GENERAL MEETING OF SHAREHOLDERS

The Annual General Meeting of Shareholders of Alliance International Technology Fund (the "Fund") will be held at 2:30 p.m. (Laxembourg time) on Friday, July 25, 1997 at the offices of ACM Fund Services S.A., 35, Boulevard Prince Henri, L-1724 Luxembourg for the following purposes:

1. To approve the annual report incorporating the auditors' report and audited financial statements of the Fund for the fiscal year ended March 31, 1997. 2. To discharge the Directors with respect to the performance of

To approve the payment of a dividend of US \$.10 per share payable to shareholders of record on July 25, 1997. To elect the following persons as Directors, each to hold office until the next Annual Meeting of Shareholders and until his or

their duties during the fiscal year ended March 31, 1997.

her successor is duly elected and qualified: Dave H. Dievler, Chairman

John D. Carifa William H. Henderson Hirovuki lehiki

Yves Prussen John M. Williams

To appoint Ernst & Young as independent auditors of the Fund for the forthcoming fiscal year.

To transact such other business as may properly come before the The Annual General Meeting of shareholders of the Fund will be followed by an Extraordinary General Meeting of shareholders for the following purpose:

 To approve the change of the name of the Fund from Alliance International Technology Fund to ACM International Technology Fund and to amend article I section 1 of the articles of incorporation accordingly.

Shareholders are advised that no quorum is required for the Annual General Meeting and resolutions will be passed by a simple majority For the Extraordinary General Meeting of shareholders, a quorum of 50% of the shares outstanding is required and the resolution will be

cast by a majority of 2/3 of the shares represented at the meeting. If the quorum is not reached, it is expected that a further meeting will be convened at which no quorum will be required. Only shareholders of record at the close of business on July 23, 1997 are entitled to notice of, and to vote at, the Annual General Meeting

of Shareholders and at any adjournments thereof. June 30, 1997

Dave H. Dicyler

By Order of the Board of Directors

No. 003084 of 1997 IN THE RIGH COURT OF JUSTICE CHANCERY DIVEROR COMPANIES COURT IN THE MATTER OF

FIXED FOR HEARING A PETITION NOTICE IS HEREBY GIVEN that a Persion was on 20th June 1997 presented to Her Majesty's High Court of Justice for the confirmation of the reduction of the capital of the above named Company (ross £453,5010,000 and Swedish Rross ("SERT") 2,458,500,000 to £10,000 and 5EK 2,458,500,000 to £10,000 and 5EK 2,458,500,000 by returning capital which is an excess of the wests of the Company. AND NOTICE IS FURTHER GIVEN that the said Petition is directed to be legated before the Companies Court Registers at the Rayal Course of Justice. Strand, London WCZA 21L, on Wednesdry 23rd July 1997.

ANY Creditor or Shareholder of the said ANY Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of capital should appear at the time of the hearing in porton or by Counsel for that surrose.

A copy of the said Pethion will be fun to any each person requiding the same by the under mensioned Solicitors on payment of Dated this 3rd day of July 1997 Rowe & Mary of 20 Black Priess Lane, London BC4V 6HD, Ref: 242/452, Solicitors

Les Echos The FT can help you reach

rance. Our link with the French isiness newspaper, Les Echos elves you a unique recruitment advertising 0000000011 to nitalise on the FT4 European edership and to further target the French business world. For information on rates and ther details Disase telenhow Toby Pinden-Crafts on A4 171 873 4027

# Gartmore in custody move

By George Graham,

Gartmore, the fund management subsidiary of National Westminster Bank, is to hand over the custodianship of £25bn (\$42.3bn) of assets to Bank of New York in one of the largest custody outsourcines in the UK. Gartmore had handled UK custody of the funds it managed in-house, while subcontracting overseas custody to a number of sub-custodians, including Bank of New York. After its takeover by Nat-West, it faced the task of

While some banks have baulked at the growing costs and pulled out of global custody, others, including Bank

of New York and State

Street, have made it the core

of their business. "This outsourcing arrange ment will allow us to focus on our core investment management strengths, while ensuring that our clients receive efficient, value-added custody services," said Mr Andrew Brown, joint chief executive of Gartmore. The deal covers almost half of the £56bn under Gart-

more's management

By Virginia Marsh Scapa, the acquisitive industrial materials maker. is to lift its share of the

through the purchase of industrial tapes division. Mr David Dunn, chief executive, said yesterday the acquisition, for up to £43.7m, (\$73.85m) would be earnings enhancing from the start able new tape technolog-

Scapa, traditionally a manufacturer of papermaking products, aims to double its share of the world technical tapes market, worth £3bn a consumer tapes business for 209%p.

year, to at least 10 per cent about £2m.
over the next three years. Scapa. It is paying £41.1m in cash for the Sellotape business

with up to a further £2.6m to

sue the issue with the

European technical tapes follow, depending on interim profits. market from 8 to 14 per cent Last year, Sellotape Indus-Sellotape International's trial, which employs 560 mainly in the UK and Switzerland, made operating profits of £5.2m on sales of

about £70m. It mainly produces tapes used in the printing and and would bring Scapa valu- graphics industry and in construction. Around 40 per cent of production comes

from the UK.

Seperately, Scapa plans to sell Sellotape the operating year. assets of its small French

Scapa buys Sellotape arm

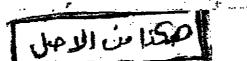
Scapa, which manufactures in 16 countries, is funding the deal from debt. Net debt will rise to about £125m, putting gearing at more than 50 per cent, up from 31.6 per cent at the

year end in March Mr Dunn said the strength of sterling was causing the company to consider increasing its imports of raw materials and switching some production out of the

The strong pound knocked £1.7m in translation terms off pre-tax profits of £66.5m on sales of £526.8m last

The shares rose 3p to

merging its custody arrange-	more a management	ang-as	ACE	, HVIL	. 2000 0		, emper 16	inco nasili	ess for	209%p.		
ments with those of NatWest	RESULTS											
Investment Management,	NESOLIS.					سجد		· · · · · · · · · · · · · · · · · · ·		<u></u>		
which used Lloyds Bank to									-	Dividends		
handle its custody needs.	ļ	Terre	rer (Dz)		e-tax It (2m)		S (p)	Clarest	Date of	Corresponding	Total for	Total less
"We were running two	[ <del></del>			- Pior				payment (p)	paymena	क्रमंत्रसम्	year	year
separate systems and we	Boged	6.25	(6,08.)	0.41	(0.244)	5.19	(3.01 )	0.66♦	Oct 3	0.55	0.9	0.77
needed to bring them	Border TV	13.6 44.7	(126)	274	(23)	16.8	(14.7 )	4,3	Sept8	3,6	7	5.8
together. The cost of doing	Burtonwood Yr to Mar 31 Cadcentre Yr to Mar 31	17.3	(49.1 ) (14.2 )	3.68 1.78	(4.34♥ ) (1.67 )	11.5 7.13†	(13 ) (7.96 )	5 1.6	Aug 22	4.65	6	5.55
that ourselves would have	Druck Yr to Mar 31	54.5	(47.1)	9.60	(9.51 )	9.43	(9.12")	1.19	Aug 25 Oct 1		1.6	-
been too great," Gartmore	Fletcher King Yr to Apr 30	4,56	(4.76 )	0.273	(0.204)	2.4	(23)	1.25	Oct 1	1.1*	1.73	1,8"
said.	Goode Durrant	139	(104.9)	25.5♥	(21.3♥)	31.6	(26.4)	6,8	Sept 15	5.8	1.75 10	1.5
Custody has become an	Heiton 4 Yr to Apr 30		(128.4 )	8.61	(6.9 )	1233	(9.84)	2.25	Sept 15	2.15	3.9	8,6 3,1
increasingly specialised bust-	Holical Bar 14 mins to Mar 31 #	100.5 17.9	(65.9 ) (13.7 )	12 1.66	(9.2)	31.6 1.22†	(29.8 ) (0.88 )	4.85‡	Aug 29	4.4 .	8	7,3
ness, requiring ever-expand-	Losse (Bobert H) 6 miles to Apr 30 MetalTeck inti 6 miles to May 2		(-)	0.509	(0.907 ) (- )	. 0.3	(-)	0.125	Man 3	0.1	-	0.3
ing investment in computer	Post Yr to Mar 31	74.8	(75.2 )	13.7	(12.6)	8.16	(8.45)	5.5	Oct 2	4.5	•	•
systems in order to keep up	Phonelink Yr to Mar 31	4,32	(4.36)	6.17L	(6.71L)	12.9L†	(17.3L)	-		4.5	8	6.5
	Ransom (William) Yr to Mar 31	10.6	(9.9)	1.13	(0.98)	4.83	(4.49)	1.68	Oct 1	1.529	2.528	
with fund managers' demands for real-time infor-	Skillegroup 6 cuths to May 31	181.6	(179.2 )	6.5	(6.5)	5.8	(5.8 )	1.3	Oct 6	1.25	-	2.298 3.65
mation on the securities in	Windrust Yr 10 Mar 31	-	(-)	3.43	(3.12)	22.32	(19.99)	9.35	Oct 1	8.5	13.75	12.52
their portfolios, as well as	}				والحاوا			Carrect	Caster of	Соггезрандара		
for added-value services.	Investment Trusts		F (p)	Samb	Ba (ERA)	. 91	S (p)	PR)THORAL (p)	payment	कुम्पुशार्ष क्यान्त्रकाताता	Total for Year	Total last year
such as stock lending which	Henderson Geared 3 miles to May 31	-	(- )		(- )	· . <u>-</u>	(-)	1.7	Aug 13	1.6		
can add a few crucial basis	Kleinwort Charter . 6 miles to May 31 🛨	402.1	(328.8 )	2.07	(2.94)		(3.63 )	0.4大	Aug 22	1 75	-	6,4 5.85
points to their investment	Earnings shown basic. Dividends shown not credit #Gin increased capital. "Equivalent at	L Figures	in bracket	are for	хитевропал	g period.	Dividend	e relier to A sh	ares. 🛉 Afte	exceptional c	hame Ware	
performance.	credit. †On Increased capital. "Equivalent at psyable on August 8. *Comparatives rest										ecial of 20	apo decisado
l .	heiste de vertrer er 🗴 deministration i 1851	ter Vi	ways NA		an arthur	to they are	-van bekin	как и пар, р	en estud	nth.	-	



America data estado.

The state of the s ₩B Garage AND THE RESERVE OF THE SECOND

福祉(以下)。

والمراجع والعالم

Francis

determinant

And Property

adedy significancy

TECH TO

distance in the

Bir saaayaa y

 $\tilde{\pi}/3 \leq \sigma_{1} \epsilon_{22} - \epsilon$ 

11 N 12

### MANAGEMENT

# How to be priest and psychiatrist

Booz Alleh's chief finds that managing professionals is not a task for a llinkered bureaucrat

Management

Interview

**Brian Dickie** 

by Tony Jackson

The subject of how to run a is different. The great majority of management consultance has a stockbrokers or investment certain macabre fascination. Con- banks began as partnerships. sultants make vast sum telling Few remain so today. In manageothers how to run thins. Any sign of their own fallibility, such as Arthur Andersen's falure to agree on a new boss, is bund to

us, running a consultancy is not your average manage-ment job. Dickie is president and chief operating

New York-based firm Booz Allen. With 240 partners, Booz Allen

or McKinsey. It enough for headache
Dickie is the only looz partner who does not work firectly with clients. Since he des not bring in revenue, he is gid less than some who do. Indel, those partners involved in magement are in revenue, he is sid less than some who do. Indel, those part-ners involved in magement are encouraged to rearn to client work. "In our cyture," Dickie

Vater AGM says, "managemet is one of the tasks you take opnot a reward." Partnerships, course, have their own peculia culture. There is a further diffrence. Management consultars traditionally see themselves practising a profession. To led them successfully, it is necesary to be credi-ble as a practituer. There is no room, Dickie sis, for the career

manager: that i, the bureaucrat. The best paillel he finds is a university. He's on the board of governors of he Harvard Business School ad Insead. "When I listen to the cans talking about their challeres," he says, "the analogies se extraordinary." One might dd stockbroking: in which, as at ondon broker once remarked hanaging is what you do after the market closes.

ment consultancy, partnership is still the dominant model. Can this continue?

In Booz's case, the question has raise a cackle from the rst of us.
But as Brian Dickie reminds public in the 1970s, and a gen-

eration of partners took the cash and left. It also branched out into supposedly related professional services such as headhunting and research and develop-

ment. The experis not quite the size Andersen iment failed, and the business. or McKinsey. It | still big suitably chastened, reverted to partnership.

That, Dickie argues, is still the natural form, if only because the business does not need capital. But it is clear that as with other big partnerships - Goldman Sachs comes to mind - size creates its own tensions.

"The old Booz Allen," Dickie says, "was a federation of partners with extreme professional freedom and very little institutional interpretation or help. The move of the past five years has been from an artists' colony to competing as an institution."

This involves much more formalised teamwork, and investment in technology and human resources. That in turn requires changes in partners' behaviour.

But the argument against a shareholding structure in a profession," Dickie says, "is that people don't want to be told what to do, and won't accept it from outsiders. And a lot of the satisfaction comes from owning the business and having a say. It's very different from being a cog in a corporate machine."

But in sother respect, finance will not go away. Like most of



things, including discipline and

But the challenge of leading

professionals, he adds, is that the

only authority they accept is that

of better ideas. "You have to

command the moral equivalent of

a parliamentary majority. But in

any knowledge organisation

intervention."

cies, Booz is increasing its revenues by at least 20 per cent a year. In a business which lives by selling the time of its people, the headcount - including partners has to grow in line.

"I don't know what the limits Dickie says. "I sometimes think we've reached the limit at the present 240 partners. There's definitely a qualitative change at around 40, between the founders and the next generation. Then there's another change at 120 to 150, when a lot of the partners will not have worked with other partners in the firm.

"I know every partner, and know a lot about them. No partner gets elected without me being familiar with their case. But that's increasingly difficult."

Two answers suggest themselves. First, Dickie says, the firm operates through the team principle: Ideally, teams consisting of about 30 partners where each will act as clones of the it doesn't help you." larger entity, behaving rather like mini-partnerships.

McKinsey, which has 700 part- advertising group WPP] or investment bankers."

the big management consultan- ners, works on this basis. Dickie Antonio Borges [dean of Insead], says the idea is not popular at we all spend a huge amount of Booz Allen. "But it seems to me time talking to our top performers - reassuring them and resolvan almost inevitable migration. As you become bigger, the defini- ing skirmishes."

tion of which partners are That, he says, is one of the big frustrations of the job. "But it's involved in governance changes.' In such an organisation, what also one of its most stimulating exactly does the boss do? "One of aspects, because these people are the key messages in leading a what it's all about. A lot of the business," Dickie says, "is that people who need time in the democracy is not the same as clinic are also the stars." anarchy. In a democracy, the And, he implies, they are all leader is empowered to do certain

intellectuals in their own right. "We've taken all our partners through the Aspen Institute courses on philosophy, on the values of individualism, of economics versus social responsibility. This kind of intellectualisation of what we are is a key difference between a professional firm and a corporation."

today, you need to do that any-That stimulus, he claims, is way. Saying it's inefficient to permore important than mere suade people to buy into the money. Applied to people who vision is a false economy. If you can realistically hope to pull have the power of Genghis Khan, down \$1m a year, this might seem a little steep. But Dickie Another vital part of the job is handling individuals: combining, insists on the point. "Consultants don't do this for money, and they Second is the possibility of a as Dickie puts it, the functions of shouldn't A lot of people here two-tier partnership, involving priest and psychiatrist. "If I talk couldn't tell you what they're The problem of size, however, senior and ordinary partners. to Martin Sorrell [chairman of paid. If they could, they'd be

# Relative values in the office

Diane Summers on childless employees and discrimination

mployees who do not have children can some childless felt they were subsidisting benefits for other times feel exploited made to work unsocial hours at short notice or provide cover for colleagues with childcare prob-

On top of that, childless workers may feel they are subsidising benefits such as crèches. but not getting equivalent

The backlash, such as it is, is most apparent in the IIS where organisations are more likely to have well-developed "workfamily" schemes with a range of benefits and flexible working.

To test the strength of the backlash and what, if anything, companies should do about it, the Conference Board, the USbased business network, questioned nearly 80 companies about their experiences.\* The companies, which covered a range of sectors, all offered work-family schemes, and so were not representative of all organisations.

Results indicated that threequarters of the companies questioned felt concerns about a backlash had been exaggerated; the same proportion said it was not true that childless employees carried more of the work-

However, it is clear there is still discontent: less than half of the respondents agreed with the statement "childless employees harbour no resentment against employees who have children".

ing benefits for other employees' family members.

Providing perks that are particularly attractive to childless people may be one way of less-ening resentment. The Conference Board found, for example, that fitness centres were more likely to be used by single employees who have more free time and energy to work out". "Concierge" services, such as on-site dry-cleaning and photo

development, were also popular. Particular problems can be caused when decisions about time off are based on judgments about need or are inconsistent says Mary Young, a researcher on work and family issues a Boston University's school of management. "This leads to messy questions like 'Is your child's softball game more important than my MBA class?'," she says of the survey results.

Young recommends that organisations stop talking about "work-family" and look, instead at "work-life". "None of us will always have small children or always have a partner. Too often, work-family programmes are short-sighted because they overlook the full range of adult roles throughout life."

\*The Childless Employee. Workfamily roundtable, vol 6, no 4. The Conference Board, 845 Third Avenue, New York, NY 10022.



### **WATERMARK LEISURE** LIMITED

(In Administrative Receivership) The Administrative Receivers offer for sale as a going concern the businesses and

assets of Watermark who own and operate high quality leisure resorts. The principal facilities available are:

 Overstone Golf and Leisure Club (near Northampton)

 Buckden Marina and Leisure Club (near Huntingdon)

■ A limited number of New England style "lodge' properties at South Cerney, Cotswolds

Ground rent income stream from lodge

owners at each resort.

Interested parties should telephone: Mike Gercke or Charles Thresh of Price Waterhouse, London on 0171 939 3000, Fax: 0171 939 5566.

Price Waterhouse

tisement has been approved by Price Waterhouse, wrised by the lastitute of Chartered Accountants in England and Wales to carry on investment bus

## **BUSINESS TRAVEL AGENCY**

Central London, Licensed business travel agency for sale.

# BUSINESSES

FOR SALE

Financial Times on Tue

For further information of to advertise in this section picasa contact

> Marion Wedderburn +44 0171 873 4874

FINANCIAL TIMES

# Preferred purchaser company with sizable own travel

eccount. £5/£7m t/o | price £400 - £600k.

Brokers/non principals will not receive replies.

Write to Box B5326. Financial Times, One Southwark

Bridge, London SE1 9HL

DISTRIBUTOR OF **FOODSTUFFS** Appear in the

Opportunity to acquire well stablished business based in the North, Primerily ingredients. /O.11M+: Blue chip customer bes clusive distribution arrange

IMPORTER AND

Apply to: Jade Securities Limited Acre House, 11-15 William Road Lendon NW1 3ER Tel: 0171 388 2636

Fax: 0171 380 4900

Scope for expension.

### Chemical, Food and Cosmetics Industry. incorporated. ANNOUNCES that its FAVORIT plant in Nerezisca, Island of Brac

According to Article 241 of the Companies Act,

Article 3 of The Management Board's Operating

Rule Book and the Management Board Resolution

of 14 May 1997, PLIVA d.d., Pharmaceutical,

İS

# FOR SALE

The FAVORIT plant began operations in 1981 producing chewing gum, hard candies and Iollipops. The plant is located in Nerezisca on the island of Brac, nine nautical miles from the Port of Split. There is also an airport located nearby on

The FAVORIT plant premises cover an area of 59.770m<sup>2</sup> in size, with 3.452m<sup>2</sup> dedicated to the manufacturing and packaging of finished products, and 3,625m2 of warehouse space. The existing buildings can be used for other purposes.

The manufacturing plant is air-conditioned and equipped with all necessary forms of energy and infrastructure. The plant's production capacity is approximately 3.200 tons per year and has a staff of 105 employees.

For all additional information, please contact PLIVA CONSULTANCY, Zagreb, Jagiceva 31, Croatia, Fax 385 1 170-033.

### MAIL ORDER COMPUTERS

One Southwark Bridge, London SE1 9HL

South East location, Established 5 years. Loss making on £12 Mill T/O this year. Problems easily fixed. Principals only. Write to: Box B5349, Financial Times,

<u>FOR SALE</u>

Distributor of specialist tooks to Automotive and Acrospace industries.

Based on South Coast. Stock £150k Turnover £750k Gross margin c.35%

Well established name Write to Box B5337, Financial

Times, One Southwark Bridge

London SE1 9HL

UK - REGULATED BROKER for sale, London Based, diversified domestic & Intl. business. Principals enguiries ordy. Write to Box 85345, Financial Times

One Southwark Bridge

London SE1 9HL

SECTION 8 WATER INDUSTRY ACT 1991 ENVIRÓ-LOGIC LIMITED

Notice is given that on 03.07.97 Envery-Lago: Ltd

of 42-45 Weymouth Street, London W1N 3LC applied to the Director General of Water Littles.

for an appointment as a water undertaker to

replace Thermes Water USIANS Ltd in respect of

the area at Latebook Power Station, Darloud.

Kent DA: SPT at present occupied by National

Power Pic. The application is made in the

cocumulations described by Section 7;4; (bb)

### MANAGED PUBLIC HOUSE COSTA DEL SOL SPAIN

Resort Town.

44,000 Population

85% Spanish Trade, Irish Theme Pub,

Superb Location.

Frading 7-8 Mil Psts per Month.

Opportunity to expand site. Sale due to partnership split

75 Mil Psts

Tel: 00345 2660101 Mob: 0034 89804940

## **LEGAL NOTICES**

No. (17063 of 1997 IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION COMPANIES COURT IN THE MATTER OF TOTAL OFFICE

en the matter of the Companies act 1985

NOTICE 15 HERBBY GIVEN that a Petrtion was on 16 June 1997 pre-crited to Her Majesty's High Court of Justice for the confirmation of a reduction of the share capital of the Company from £1,343,523 to £1,340,522,50, reduction of Share Premium Account of the Company by P95,575 and cancellation of the cause Capital Redemption Reserve of the Company being an amount of £1,729,899.50. AND NOTICE IS FURTHER GIVEN that

the said Petition is directed to be heard before the Registrar of the Companies Court at the Royal Courts of Justice. Strand, London, WC2A 2LL on 23rd July 1997. ANY creditor or shareholder of the sald ANY creditor or shareholder of the sald Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital, reduction of the State Premium Account and cancellation of the Capital Redemption Reserve should appear as the time of hearing in person or by Connect for that purpose.

A copy of the said Petraon will be furnished to any such person requiring the same by the under memboard solicitors on payment of the regulated charge for the same. Gorldens of 22 Tudor Street, London EC4Y 033 Solicitors for the above named

To Advertise

(Tel: 0171 SE3 7777)

Your Legal Notices Please contact Melanie Miles on Tel: +44 0171 873 3349

Fax: +44 0171 873 3064

## CONTRACTS & TENDERS

### INVITATION TO EXPRESS INTEREST IN KELLER MECCANICA S.p.A. A COMPANY UNDER ITALIAN 'AMMINISTRAZIONE STRAORDINARIA'

Keller Meccanica S.p.A. in amministrazione straordinaria ('Keller') is a mechanical engineering company producing railway equipment, Keller has a production facility at Villacidro, Cagliari, Sardinia equipped to engineer, manufacture, overhaul and market rolling stock and rolling stock components of all types for railway, metro and tram undertakings.

The production unit covers a total of 262,000 sq.m., some 50,000 sq.m. of which are occupied by buildings and is linked by a rail spur to the Italian State Railway network.

Keller is carrying out a production resumption programme under Article 2/5 of Italian Law 95/79. which was approved by the Ministry of Industry on 22nd December 1994. Its order book, mainly to FS, involves some 1,203,000 manhours still to be completed.

The Commissioner intends to initiate proceedings to sell Keller's assets, excluding its existing debt and receivables other than specific operating debt and receivables, with a view to maintaining its current employment level.

The Commissioner accordingly invites parties who may be interested in acquiring such assets to express their interest to such effect by registered letter addressed to:

Prof. Maria Martellini

KELLER MECCANICA S.p.A.

Commissario della Keller Meccanica S.p.A. in A.S.

C/O Notaio Sergio Casali

Via Fatehenefratelli. 4

20121 Milano - Italy

Such letter should contain details of the interested party, which should be a registered company, with a list of its ten largest shareholders or partners and a copy of its latest official accounts.

Parties who have expressed interest on the basis set out above by 25th July 1997 may place reliance on their expression of interest and its existence being treated as strictly confidential and, upon signing a confidentiality agreement, receive an information memorandum containing key information on Keller. On completion of the information procedures, the Commissioner reserves the right to proceed with the sale on terms and conditions to be published in the press.

This notice does not in any way constitute: an offer to the public within the meaning of Article 1336 of the Italian Civil Code:

a solicitation to investors, in that the subject of the sale will not be either directly or indirectly constituted by shares or other securities of any kind.

This notice and all relationships arising therefrom are subject to the laws and jurisdiction of Italy. Il Commissario della Keller Meccanica S.p.A. in A.S.

(Prof. Maria Martellini)

### **ANNOUNCEMENT** FOR

### **USED FIRE FIGHTING-STERN DRIVE TUGBOAT** FROM EREGLI IRON AND STEEL WORKS INC.

(ERDEMIR)/TURKEY 1. Announcement is hereby made for a used Fire Fighting-Stem Drive Tugboat with

the following general description:

Classification : 100 A1-1 : 2 x Schottel Rudder Propeller Main Propulsion : Controllable-Pitch Propeller in Kort Nozzle

Propeller : Copilot + Masterpilot Steering : 40-50 tons **Bollard Pull** : Max. 5 years Age : 30-35 meters LO.A.

2. Applications with documented detailed description together with indicative prices must be submitted to the below address on or before 17:00 hours local time on

ERDEMIR MÜHENDISLIK VE YATIRIMLAR GENEL MUDÜR YARDIMCILIGI 67330 KDZ. EREGLI/TURKEY SUBJECT: FIRE FIGHTING-STERN DRIVE

TUGBOAT (USED)

Selletapear

# Momentum runs out for Europe

GOVERNMENT BONDS

By Krishna Guha and Vincent Boland in London and John Labate in New York

European bonds slipped back yesterday after a week of price rises. There was little support from the or change to fundamen-

GERMAN BUNDS opened down and settled lower in choppy trading. The benchmark September futures contract fell to 102.53, but recovered to 102.93 before falling back again and settling in London down 0.15 at 102.71. Analysts said 10-year bunds had hit a "solid yield

barrier" at 5.5 per cent. The market showed mild signs of nerves in advance of Friday's cabinet meeting,

which will examine the 1997 and 1998 budgets.

Mr Dick Woodworth, head of research at Merrill Lynch, said the government would publish a deficit forecast of 3.0 per cent for political reasons. "The question is - how credible will that figure be?"

FRENCH BONDS suffered US, and no firm direction a day of volatile trading with fresh uncertainty over France's attempts to meet the criteria for European

monetary union. Prices tumbled in early trading following press reports in Paris that the budget deficit could be as high as 3.7 per cent of GDP this year and 4 per cent in 1998. The market recovered its balance in the afternoon and the September bond futures contract settled in Paris down 28 ticks at 130.44. Analysts said the govern-

# UK base rate increase already discounted

The Bank of England's announcement that it was raising interest rates 25 basis points took the base lending rate to 6.75 per cent had been well discounted in the past few and was the third interest rate increase days, but confirmation of the rise neverthe-less set the tone for a busy day's trading, but that the market would be looking

UK gilts rose slightly for a time after the news in modest buying but prices later fell back to around their opening levels as prof-it-taking hit both the short and long ends of the yield curve. The September futures coutract on the benchmark long gilt settled down 🕁 at 114🚣 on good volume.

ITALIAN BTPs ended ment would try to damp expectations ahead of a gov-ernment audit on July 21. "They will make expections tled in London down 0.32 at as bearish as possible and then announce a deficit of 3.3 per cent or thereabouts." said Mr Aram Flores, senior

136.24, wiping out the previous day's gains. The BTP spread over have collapsed by 50 basis bond strategist at Lehman

benchmark 10-year bunds points in a month. widened by one point to 95

New international bond issues

Mr Woodworth of Merrill Lynch said "in the near term claims rose.

closely at forthcoming economic indicators,

for hints as to how soon another rise would

be required to damp the UK's consumer spending boom. "Maybe after three in a row

they might hold their fire for a while. But

this is not the last rise," said Mr Nigel

Richardson, head of bond research at Yamaichi International in London. their record-breaking run. that BTPs will close towards BTP September futures setSpanish bonos, narrowing to Spanish honos, parrowing to about 70 to 75 basis points over bunds. But others are

taking stock, noting spreads

it is hard to see anything in the fundamentals which is going to support this kind of performance." Merrill Lynch shifted from overweight to neutral on BTPs at the end

US TREASURIES moved sluggishly in morning trading as investors awaited figures on producer prices and retail sales. The benchmark 30-year Treasury bond fell 1/4 at 100%, yielding 6.571 per

Among shorter-term issues, the two-year note lost at 100% to yield 5.896 per cent while the 10-year Treasury bond slid 1 to 102%,

yielding 6.254 per cent. Adding pressure on the down side were morning indicators for early July: mortgage application rates were strong and jobless

# CAPITAL MARKETS NEWS DIGEST

# France warns on need for change

The division between the domestic and Euro markets for bonds denominated in French francs will have to disappear in a single currency environment, according to the French treasury. The removal of dividing walls will be necessary "for better efficiency in the bond markets" after the introduction of a single European currency in January 1999, according to Mr Nicolas Jachiet, a senior treasury official. He said it would be difficult, from a legal

tandpoint, to maintain the divile. For a franc-denominated bone to qualify as a eurobond at least 50 per cent of the amount must be sold outside France. But the definition of a breign investor is likely to become increasingly blurred in 1 single European market. Merging the two sectors of the narket, however, would require a review of existing legal restrictions on advertising financial products.

Mr Jachiet did not rule out the creation of a new category of "qualified investors", wio could be approached more easily by traders and salespeople. Such a definition Samer Iskandar, Paris already exists in the US.

### **■ DERIVATIVES**

### Emu provision fron ISDA

The International Swaps and Dervatives Association, a trade body representing participats in the unregulated over the counter derivatives markt, this week issued its Emu Continuity Provision, designd to protect parties to a swap transaction from unusual ocumstances induced by European economic and monetry union.

The provision states that events uch as the introduction of the single currency will giveneither party a unilateral right to walk away from thearms of a transaction governed by their initial agreement Many OTC derivatives transactions, in particular thoe agreed several years ago, do not take account of Em. Samer Iskanda

### ■ HOUSING-LINKED BOND

### Warburg launches £145m offering

SBC Warburg is to issue a £145m equi;-linked mortgagebacked bond next week, the first transction of its type. The two-tranche bond, which will givenvestors an equity exposure to the UK residential housingmarket, will be backed by mortgages lent by the Bank f Scotland.

The BoS mortgages – known as sharsppreciation

mortgages, or Sams - give residential birowers a subsidised rate of interest in exchange for a 5-per cent share of any capital appreciation on the houseThe bank's exposure is then hedged by SBC Warburg viahe Sams structure and the risk is passed on to the institutional investors in the security.

The issue, which will be split between 230m fixed rate offering and a £115m of floating rates, is etimated to have an average life of 75 years.

CHANGE CHAIRS CARDS

443 - 122 :

tions moved the ex-

# **US** investors warm to Uruguay global issue

INTERNATIONAL BONDS By Edward Luce

The Republic of Uruguay debarred from buying nonglobal bond in its longest ever maturity. Analysts said that the market looked set to for the first time," said the maintain its recent buoy- banker. ancy for the foreseeble as Guatemala, the Slovak Republic and Ukraine pared with 160 basis points announcing debut issues in over Treasuries for Uruthe near future.

Uruguay's \$300m 30-year global went down well with US investors in the light of Uruguay to investment grade status.

per cent of the paper went to US institutional investors including pension and insurance funds which are nity for the big institutions to get exposure to Uruguay

The bond, which was points over Treasuries com-pared with 160 basis points guay's 10-year dollar issue in basis points in the secondary markets. Bankers said that the recent decision by the spread difference Moody's and S&P to upgrade between this issue and Uruguay's previous one reflected the general tightening in the

Uruguay plans to use the proceeds to retire shorterterm dollar debt of between one-month tenor and one or contributed to yesterday's investment grade paper. two-year maturities. "This is lively pace with its first ever "This was really an opportu- an aggressive move to an aggressive move to lengthen its maturity." said one banker. ING Barings was sole bookrunner on yesterday's issue.

The World Bank returned future with borrowers such priced to yield 135 basis to the eurolira market yesterday with another \$1,000bn issue. An official at DMG joint bookrunner with Cariplo, said the 10-year bond 1996, tightened by about 5 benefited from the "constructive" tone of the lira market which has benefited from Italy's recent tightening against the German benchmark bund.

The World Bank issue had a coupon of 9.3 per cent which will step down to 5.4 with investors, especially debut sterling-denominated Brazil food for thought.

Republic of Urugusy	300	7.875#	99.362R	Jul 2027	1.00R	+135(6)/94-26	ING Berings	
UBS Finance(s)	200	5.875	99.852F	Dec 1999	0.15R	flet(6%-00)	UBS	
Thermo Fibertek(s,s)§	150	4.50	100.00	Jul 2004	200	-	Lehman/Salomon Bro	
Tingyt(Caymer !s)Hidg(b)§	110	1.625	100.00	Jul 2002	2.50	<del>-</del> -	Deutsche Morgan Gr	
Banco BMG(c)	100	9.6254	99.89R	Jul 2005	0.85R		Bank Boston	
Bank Austrie	100	6.25	99.96R	Aug 2002	0.25R		Generale/Kredietbank	
SBS-Agro Finance(d)	50	10.25	89.446R	Jul 2000	_1.50R	+420(5%%-00	JP Morgan Securities	
E D-MARKS								4
DSL Finance	160	5.00	99.07R	Jul 2004	0.30R		Bayarische Vereinsba	
Bawag	300	4.75	99.97R	Aug 2002		+35(41/aFeb02)	Bayerische Landesba	
Bacob Overseas(e):	250	(e1)	99.875	2007 إيال	0.40	-	Dautsche Morgan Gr	
# STERLING		<b>.</b>	ΘŹ, .		1.111	4		بنثاث
MSGGT, 97G-1, Class A(f):	150	(1)	100.00F	Dec 2000	0.225R		Salomon Brothers	
II FRENCH FRANCE			<u> </u>	* !! :				
Sara Lee Corp	1.5bn	5.00	99.883R	Aug 2003	0.325R	+26()	BNP/SocGen	
E TIALIAN LITTE					• • • • • •	1		1.5
World Bank	1000bn	(q.s)	99.455R	Jan 2007	0.30R		Cartolo/Deutsche MG	3
E PESETAS		5 T	/ <u>.</u> `` .					**
European Inviment Bankisi	10bn	5.75	99.528	Jan 2008	1.875		UBS	434-5
,								
Final terms, non-callable unles								
Convertible. ‡ Floating-rate n								
price: \$12.10. Callable from .								
Caltable from Jul 110 aubiect to	n 17006 Ju	erda ete	arantari mah	ua Graansk	ner 520m	이 이 (그래요) 하이	nd pu <i>dhahla an 17/7/</i> 00	1 P M2

Callable from Jul 00, subject to 130% hurdle, at acreted value. Greenshoe: \$20m. c) Callable and puttable on 17/7/00 & 02 at par. d) \$200m launched Tuesday was increased to \$250m. e) Callable from Jul 02 at par. e1) 3-min Libor +321/dop to Jul 02, then +1821/dop. h Money Store Global Grantor Trust. Average file: 1.34 page maturity: 15/8/27. 11) 1-min Libor +10bp. g) 9.3% to 2/1/99, then 5.4%. i) Over Interpolated yield. s) Short 1st coupon. per cent on January 2 1999 Italian ones," said an offi- bond next week instead of

whether Italy is in the first cial. wave of Emu or not. "The Elsewhere, the central expected. Yesterday's 25 bank of Brazil said the coun-point rise in UK interest structure is basically 'jam today' so it went down well try would probably issue its rates had apparently given

this week as previously

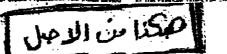
BENC	HMARI	( GOV	ERNI	MENT E	ONDS	}			E BUND	FUTURE	B OPTIONS	(LIFFE) (	M250,000	points of	100%	
		Coupon	Red: Date	Price	Day's change	Yleid	Week ago	Month ago	Strike Price	 Aug	Sep CA	Oct	Dec A	xa Sec	PUTS -	Dec
Austrella		10.000	10/07		+0.760	6.64	6.93	7.40	10250	0.48	-		.94 - 0.2			-1.66
watria		5.750	04/07	100.1400	-0.180	5.73	5.76	5.93	10300	0.22			.75 0.5	1 0.81		1,97
Belgium		6.250	03/07	104.3900	-0.190	5.65	5.66	6.01	10350	0.09	0.32	<b>1.30</b> 0	.58 C.6	8 1.11	2.02	230
Canada *		7.250	06/07	109.3400	-0.080	5.98	6.09	6.52	Est vol. to	tel, Calls 9	514 Puts 151	47. Previou	e day's ope	n int., Calls	177655 Pc	£s 219111
Denmark		7.000	06/07	106.5100	-0.120	6.13	6.20	6.39								
France	STAN	4.750	03/02	101,1617	-0.170	4.47	4.49	4.83	Italy							
	OAT	5.500	04/07	100,4400	-0.320	5,44	5.55	5.85	_		LIAN GOVI					
Germany I	Bund	6.000	07/07		-0.240	5.58	5.61	5.93			m 100ths		(BIP) PUI	UHES		
retand		8.000	08/06		-0.120	6.41	6.39	6.72	- (LTLLE	U18 24	KI IUUURS	01 100 70				
taly		6.750	02/07	102.3500	-0.220	8.42	6.55	7.14		Open	Sett price	Change	High	Low	Est. vol	Open in
Japan	No 148	5.600	06/02		-0.010	1.57	1.61	1.86	Sep	138.40	136.24	-0.32	136.51	135.95	68341	111648
	No 182	3.000	09/05	104.9336	+0.110	2.29	2.30	2.55	Dec	108.20	108.29	-0.26	108.40	108.06	727	1273
Vertherland	ds	5.750	02/07		-0.380	5.52	5.49	5.79								
Portugal		9.500	02/06		-0.150	6.18	6.19	6.63	I ITALIAN	GOVT. BO	NED (BTP) FL	TURES OF	TIONS (LIF	E) Lira200m	100ths of	100%
Spain		7.350	03/07	107.9100	-0.190	6.22	6.26	8.64	Strike		CA	US			PITS -	
nebew		8.000	08/07	110.9680	-0.470	6.48	6.51	7.00	Price		Sep	Dec	:	Seo		Dec
UK Gilts		7.000	06/02	99-09	+3/32	7.17	7.13	7.05	8000			28.2		000		
		7.250	12/07	101-06	-2/32	7.08	7.05	7.18	8050			27.7				0
IC T		9.000	10/08	114-14	-2/32	7.11 6.27	7.08 6.28	7,25 6.68	8100			27.7				0
JS Treesu	лу	6.625 6.625	05/07 02/27	102-19 100-19	-3/32 -5/32	6.58	6.60	6.92								-
241 Care	. ~~	7.000	04/06	106.5900	-0/32 -0.300	5.72	5.79	6.14	Est AOT 20	EL, CHES 47	75 Puts 741	8. Previold	cealus obeu	INL, Cally I	11710 Puts	97302
ECU (Frend				100.5800												
	sing, "New Yo			er cent paye				standerd.	Spain							
	UK in 32nds.			er cent pape				re MIUS.	E NOTIC	NAL SPA	NISH BON	PUTUR	BS (METT)			
										Open	Sett price	Change	High	Low	Est. vol.	Open int
									Sec	117.65	117.56	-0.21	117.68	117.32	78.680	88,358
									Dec	101.31	101.25	-0.46	101.31	100.96	2	234
										101-41	10120	~~~	101.31	100.00	-	204
	:DEC	F DAT	Ee						ITY							
us in	TERES	Γ RAT	ES_						UK							
	TERES	T RAT	ES_	Treasury I	Siles and B	land Yle	ids .			NAL LIK (	alt Futu	RES (LIFF	E)* £50,00	32nds of	100%	
atest		One			- Two	year		5.90		Open	Sett price	<u> </u>	E)° 250,000 High	0 32nds of		Open int
.atest		One Bi <sub>2</sub> Tue			- Time	year	kis	6.03			_	<u> </u>	<u> </u>			-
Latest Yame rate Proker tean n		One 81 <sub>2</sub> Tue 71 <sub>4</sub> The			- Time - Time 5.13 Fine	year 6 year 400r		6.03 6.15 6.28	■ NOTIC	Open	Sett price	Change	High	Low	Est. vol	162370
atest Time rate Toker tean T	<b>d</b>	One 812 Jun 714 Thr 516 Sik	Single : sinom : sinom e; sinom		- Two - Tore 5.13 Fire 5.31 10-	year 6 year 400r		6.03	Sep Dec	Open 114-04	Sett price 114-07 113-26	Change -0-02 -0-02	High 114-14	Low 114-02	Est. vol 83354 0	•
Laitest Yime rate Froker tean n Fed Audis	<b>d</b>	One 812 Jun 714 Thr 516 Sik	Single : sinom : sinom e; sinom		- Two - Tore 5.13 Fire 5.31 10-	year Hyear Year Year		6.03 6.15 6.28	Sep Dec	Open 114-04	Sett price 114-07 113-26 URES OPT	Change -0-02 -0-02 TONS (LIF	High 114-14	Low 114-02 00 64ths of	Est. voi 83354 0 100%	162370
Latest Prime rate Profilent form y Fed funds at	<b>d</b>	One 812 Jun 714 Thr 516 Sik	Single : sinom : sinom e; sinom		- Two - Tore 5.13 Fire 5.31 10-	year Hyear Year Year		6.03 6.15 6.28	Sep Dec	Open 114-04 GILT FUT	Sett price 114-07 113-26 URES OP7	Change -0-02 -0-02 TONS (LI	High 114-14 FE) \$50,00	Low 114-02 00 64ths of	Est. vol 83354 0 100%	162370 628
atest rime rate reker tean r	<b>d</b>	One 812 Jun 714 Thr 516 Sik	Single : sinom : sinom e; sinom		- Two - Tore 5.13 Fire 5.31 10-	year Hyear Year Year		6.03 6.15 6.28	Sep Dec M LONG Strike	Open 114-04	Sett price 114-07 113-26 URES OP7 CAI	Change -0-02 -0-02 TOMS (LIF LIS	High 114-14 FE) \$50,00	Low 114-02 00 64ths of	Est. voi 83354 0 100% PUTS Oct	162370

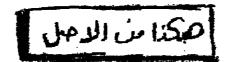
							Price	Aug	D		
							CIACO.	Aug	Sep	Oct [	Dec /
							114	0-43	1-07	1-17 1-	-51 C
							115	0-15	0-41 (	3-65 1-	-23 1
				_			116	0-05	0-23	3-35 1-	-01 1
	res an	D OP	HOR	5			Est. vol. to	eni, Çeste 31	13 Puts 948	l. Previous (	day's oper
					~~		Ecu				
				<del></del>				OND FUT	URES (MA	TIFI ECU1	000.00
•			_			•				<u> </u>	
							_		-	_	High
						3,402	Sep	97.54	97.16	-0.38	97.54
					2	-					
		_			PUTS -		us				
Jul			ep :	Juf	Aug	Sep		EAGLETY I		teres co	m eam
4.72	4.72	2	_	-	0.06	-					
			_	0.02	0.15	-		•			High
		•	-	0.07	0.28	-					113-31
1,79	1.99	1	-	0.23	0.53	-		113-14		-0-13	113-15
0.95	1.24	,	-	0.65	0.96	-	Mar	-	113-07	-	-
Calls 20.285	Puts 19,778	. Providus :	day's open	irt., Çalle 96,	415 Puts 1	11,050.					
					•		Japan	l			
NY AL CERM	IAN BUND	emure	s (LIFFE	T DM250.0	00 100ths	of 100%					E GOVT.
								Орел	Close	Change	High
•••		•	_			-	Sep	124,69			124.98
							Dec	124.29			124.33
101.04	101.78	-U.10	101.04	101.73	402	010+	" LIFFE but		ded on AP7	. All Open I	
T C D	DICES										
F10 L	THOLS										
	Open 130,76 99.36 99.76 99.76 99.76 99.76 10.76	AL FRENCH BOND	AL FRIENCH BOND FUTURE	Open   Sett price   Change   High   130,70   130,44   -0.28   130,70   130,44   -0.28   130,70   130,44   -0.28   193,70   193,36   38,78   98,52   -0.26   99,36   38,78   98,52   -0.26   99,36   120,35   130,35   120,35   130	AL FRIENCH BOND FUTURES (MATIF) FF-500,0   Open	AL FRIENCH BOND FUTURES (MATIF) FF;500,000	AL FRIENCH BOND FUTURES (MATIF) FF-500,000	Call   Sep	Column   C	Column   C	Column   C

LON	G TERM FI	ENC	BON	D OPTK	AM) SAC	IIF)			_												
Strike	-		CALL				PUTS -		•	US											
Price	Jt		Aug		Sep	Jul	Aug	Sep		UST	REAS	URY I	SOND	FUTURE	BS (CE	T) \$10	0,000	32nds (	of 100%		
126	4.7		4.72		-	0.02	0.06 0.15	-			0	ben	Let	est Ch	ande	Hlai	1	Low	Est. vol.	Open	Ínt
127 128	3.7 2.7		3.78 2.86		-	0.07	0.28		5	Seo	11	3-29	113	-18 -0	1-13	113-	<b>3</b> 1 1	13–18	329,839		
29 29	1.7		1.99		-	0.23	0.53			Dec		3-14	113		<b>)</b> _13	113-		13-06	1,449	27,96	
30	0.5		1.24		-	0.65	0.96	_	N	Aar		_	113	-07	_	-		_	7,121	3,86	
					der's com		86,415 Puts 1	31.058											.,	-,	•
					,					lana	_										
_										lapa			_								
<b>Jern</b>					·									RM JAP/ of 100%		GOV	г. во	ND FU	TURES		
NOT	ONAL CER	MAN	BUND	RUTUR	ES (LIFFE	)" DM:	250,000 100ths	of 1009	<u> </u>	fri.L	_	_								_	_
	Ореп	Sett	price (	Change	High	L	ow Est.vol	Open a				реп	Ck	se Ch	ange	High		<b>TOM</b>	Est. vol	Open :	int.
ep	102.92	102	.71	-0.15	102,93	102	53 172030	29287		ep:		4,89				124.9		24.68	1509	n/a	
ec	101.84	101		-0.15	101.84	101	.73 292	8764		)ec		4,29				124.3		24.29	240	n/e	ı
											Alren a	مور خور	dad or	APT. AI	Open i	nterest	lgs. ar	e for pre	włouz day.		
UK	GILTS I	PRIC	ES																		
																					_
												~									
	Notes	iii	Yield	Price E + 0		- A1984		Hotes	← Yield . let Bu		:+ <b>a</b> -					licins.	- ALL 1	/et/	# P P P	_22 ==	
	- NIE		1804	74L9 L = 0	- 14411												17	KI FR	24 79-	iligh	روعا
	ness are to Five Y						Funding 3 <sup>1</sup> 205, 1996		.07 5.5		!	47	BOH			(4)				_	
as Cor 7	pc 1997##	7:00	6.76		1012		Corne 91 <sub>2</sub> pe 2004		A1 7.1		! +>>	714£	109長	45 <sub>900</sub> '9 21 <sub>2</sub> 00 '8		úæē	2.06	3.08	_[]4 —	1143	113,
	1997#	8.73		1004	107명 -弘 111弘		Topes 6% po 2004#1 Cour 9% pos 2006		99 7.1 36 7.1				10973	21200.0		71.3	250		1813년 첫 1864년 산	162%	175
ch 15gc 1 ch 94gc		14.65 9.61	6.75 6.88 1	102/A M.Z.mi	105 <u>\$</u>		Each 103-00 2005		73 7.1			1212		21 <sub>2</sub> 00 0		78.8	3.12		1822 - 1	1841	780 175
	199843	7.24		100Å	+4 10943		Tepen 12 <sup>1</sup> 20x 2003-		69 73					4 <sup>3</sup> 200 TO		(136.8)	215		1181 -3		114
as 15 <sup>1</sup> 20		1415		1095	118		Texas 81 <sub>20</sub> c 2005#		84 7.1		-14	1083	103[]	2pc '06 .		189.5	128	3.60 19	<u>ت</u> - تعرف	1858	163
ck 120c 1		11.31		106%	<b>-111</b> ₩		Corr 93cpc 2006		30 7.1		) - <u>.</u> a	1182		21 <u>200 10</u>		_(78.6)	3.29	357	174 -4	1764	164
	1999#	9.20	7.20 1		+6 105]}		Trees 71 <sub>29</sub> c 2006## Trees 74ac 2006##		文 7.1 名 7.1			10312	981 <sub>2</sub>	21 <sub>20</sub> c 11 21 <sub>20</sub> c 11		_(74.6) _082.2	3.33 3.35		است والمقا	10033	個
625 (167 K CN 124 C	== 1989∓ 	17.35		100 <u>3</u> . 1078	100& +/ <sub>4</sub> 113%		Trains Apr. 2002–811		40 7.1 78 7.2			1047		2 <sup>1</sup> -200 '16		A1.6	136		(44) 14	1814	135
nn 124th nn 134th		9.94		105%	1102		Tages 11-4-ac 2003-		78 7.2				115	21200 2		<b>E3.0</b>	10	359 1	(S) -1	1542	148 141
san Goc 1	999 ±	6.13	7.20		H 994		Topia 81 <sub>2</sub> 90, 2007 ‡			4 1092.	-1	1113	103,3	21 <sub>20</sub> c 74	₩	<b>. (37.7</b> )	143	3.58 12	724 - 14		117
	c 1999	9.63		10513	+3 11813		Teles 7 400 2007#		16 7.0			1022	96%	44x 3	<b>₩</b> -	(135.1)	1.0	357	12HB -3		118,
	2000 5	8.26			104		Trees 13 <sup>3</sup> 20c 2004-		18 7.5		٠.	134%	131½ 10343	Prospect	he red	redem	ption r	albe on i	projected is	alledon o	d n
ny 9pc 20		8.64	7.23 7.26 11	1042	+位 107년 +位 120년		7mas Spc 2008 ## . Trans Boc 2009		#6 7.1 #7 7.1				962	10% and	I 62 5%	i. DU Fic		n extenti	19666 Show	RPI been	
200 13pc :	2000 1998-1	11.28 13.25			1134		Trees 6 <sup>1</sup> .00; 201011		74 7.1				13H	<b>Indexing</b>	Ģe 8 m	orths p	for to	issum) an	d have bee	n <b>edjus</b> ie	d t
Mar 800 21		7.82		1024	1043		Com Spc in 2011 ‡			011020	i –ã	11743	106	forter 3 D		OT HET	מו כב	U IR (62)	brusny 1987 153.9 and fa	Conve	200
	aan 2001	-	-	190%	+4 100亿 +3 112号	0033								157.5.	~		AND LINE	1 10000, 1	.003 erg 2	a Jump 1	90
ms 10pc :		9.21		10833	今日選	953															
or 91 <u>0</u> 90		8.82	7.26 16	771.4	rå 1093	167 Å 1685	Deut Fiftmus Tears														
nx 93,95 xxx 7pe 2		8.87 7.06	7.26 7.21	10013	다. 11에 다. 101년	100-Z	Treats Spc 2012;;	7	67 7.1	0 1173	-2-	1182									
n 12ac 1		11.22	7.16	90.2 10812	-109 <u>4</u>	1063	Treats \$1 <sub>2</sub> pc 2008-1		29 EU		-3	882	773								
w 10cc 2		9.00		11012	112%	10021	Trees don: 2013#		36 74		,	1083	873		_		_	_			
ica 7pc 2	20211	7.85	717	99.	· 基 101 篇		(1965 7 Apr. 2012-1)		12 7.0			882 1093 1065 1103	954 972	Other	r Fix	eđ In	rten	est			
-	••			-			192 <b>00 ôpc 2015</b> ‡‡ _ 1 <sub>198</sub> 00 <del>8 1</del> 490 2017±‡		28 7.0 42 7.0			1183	1033								
						1	Each 12pc 2013-17		18 7.1		-3	W.	138					<b>166</b>		_2=	<b>.</b>
e to fills							(read 8#1: 2021.‡‡ _		TØ 7.0		-7	1124	97人			Hartes	ht	Red Pr	100 £ + 0r -	lögh	LOW
10 1150 10 206		8.71	7.26	1084 -	<u>-</u> } 110}3	195½								Astan Day 1	(F40c 2	009	1.37	7,34 1	28	123 1	1147
		8.82		11012	1224	1092								Bloom 11			8.61	7.86 1	3312	1334	1197 12
sh 9pc 20	102¥	8.37	7.26	107	123 100 133 133	106,	أماماها							Leeds 13 <sup>1</sup> 2			2.68		3912	139년 1	131 }
₩ 83-pc	2003	8.73	7.24	1114 .	+3 113 <sup>3</sup> 9		Canada 4pe		34	- 54l <sub>2</sub>	+4	쨆	474	Lherpool 3		ــــــ	0.14	-	9	45	374
es Spc 2	W#	7.71		10015 .	HON!		Mar Loan 31 <sub>20</sub> ct;		ŬB .	- 49,7		弘	₹2. 59.L	LCG apc '2	. 111-c	2007	8.17 8.95	7.77 1	37		Z)
825 1344) 826 100e 1	e 2000-∮¥	11.71	7.29	11714	1100		izer 3-get til alt., Imas ise 186 aft		30 47	- 65 - 401	3	ᄣᄼ	353.	Marchester Mr. Wr. 3		- 1062	161	(J/ 1	#2	12812 1	120\ 761

F <b>TSE Actu</b> Price indices UK Gibs	Thu Jul 10	Day's change %	Wed	Accrued	xd adj. vtd	•	— Low o		yleid — • Med				an ylek
Up to 5 years (2		0.08	119.35	2:08		5 /6			Yr. ago Juli 17.51 : 7.21	- <del> </del>		Jul ) Jul 9 7.28 17.30	
2 5-15 years (20)	151.77	0.00	151.77	2.00	6.71	15 yrs		7.05	8.13 7.86			7.16 (7.14	8.2
Over 15 years (		-0.25	182.78	6.23	5.02	20 yrs	7.07	7.05	8.24 7.05		-8,22	7.15	8.3
Irredeemables (5		-0.34	212.19	2.57	7.34	Irred.†	7.14	7.12	8.33		***		-
All stocks (51)	146.71	-0.03	146.85	2.90	6.28					•		r <u>4</u>	
							Ind	lation 5	% —	Int	lation 10	% l	-
ndex-linked							Jul 10	<b>3</b> ⊞9	Yr. ago	Jul 10	Jul 9	Yr. ago	
Up to 5 years (2	205.12	-0.03	205.19	1,67	3.03	Up to 5 yrs	3.65	3.63	2.68	2.82	2.90	1.16	
Over 5 years (10		-0.14	199.54	1.44	3.42	Over 5 vrs	3.59			3.38		3.61	
						,						l	
All stocks (12)	198.59	-0.19	199.06	1,45	3.36							1	
All stocks (12)						dun: 8%-10%	6; High: 1	1% and o	over, † Plat ylek	1. vtd Year to	data.	j	ı
						<b>Skinc 8%-10%</b> 9	6; High: 1	1% and 0	over. † Flist ylek	1. ytd Year to	data.	1	
werage grass redesig	don yields are a	hown above.					Ī.		•	•	data.	,	
werage grass redesig	ton yetta are a	hown above.	Coupon Ber	nds: Low: 0%	-74%; Max	Gift	Ī.		vity Indice	s			
T Fixed Inte	rest Indice Jul 10 Jul 9	hown above.	Coupon Ber ul 7 Juli	nds: Low: 0%	-74%; Max	Gilt	Edged	Activ	•	•	data. Jul 7	Jul 4	ندر
T Fixed Inte	rest Indice Jul 10 Jul 9 96.77 96.88	Hown above.	Coupon Ber ul 7 Juli 728 972	nds: Low: 096 4 Yr ago 27 82.95	-7%%; Max High* Lo 97.51 93	Gilt	Edged	Activ	vity indice	S Jul 8 NA	Jul 7	NA	Jul .
T Fixed Intelligence (UK)	don yields are a rest Indice Jul 10 Jul 9 98.77 98.88 125.17 125.30	Hown above.  S  Jat 6 Ja  97.18 9 125.33 12	Coupon Bar ul 7 July 7.28 97.2 4.75 124.3	4 Yr ago 27 82.95	High* Lo	Gift  M'  3.31 Gift E  5.32 5-day	Edged by	Activ	vity indice	S Jul 8 NA NA	Jul 7 NA NA	NA NA	+==
- I Fixed Intelligence of the lateral interest of the	don yields are a rest Indice Jul 10 Jul 9 96.77 96.88 125.17 125.30 ad 1997. All righ	Hown above.  S Jul 6 Jul 97.18 9 125.33 12	Coupon Bas ul 7 Jul 6 7.28 97.2 4.75 124.3 for 1987. 6	4 Yr ago 7 82.95 8 112.59	High" Lo	Gift  Gift	Edged by	Activ	vity indice	Jul 8 NA NA	Jul 7 NA NA	NA NA	N
T Fixed Intelligence of the light state of the ligh	don yields are a rest indice Jul 10 Jul 9 96.77 96.98 125.17 125.30 at 1997. All right 133.87 (21,01/9	97.18 9 125.33 120 ts received.	Coupon Bar 4.7 Jul / 7.28 97.2 4.75 124.3 for 1987. 6 13/01/75. B	4 Yr ago 27 82.95 8 112.59 30vernent S	High" Lo	Gift  Gift	Edged by	Activ	vity indice	Jul 8 NA NA	Jul 7 NA NA	NA NA	N
T Fixed Intelligence (UK)	don yields are a rest indice Jul 10 Jul 9 96.77 96.98 125.17 125.30 at 1997. All right 133.87 (21,01/9	97.18 9 125.33 120 ts received.	Coupon Bar 4.7 Jul / 7.28 97.2 4.75 124.3 for 1987. 6 13/01/75. B	4 Yr ago 27 82.95 8 112.59 30vernent S	High" Lo	Gift  Gift	Edged by	Activ	vity indice	Jul 8 NA NA	Jul 7 NA NA	NA NA	N
T Fixed Intelligence (INC)  Total Interest	don yields are a rest indice Jul 10 Jul 9 96.77 96.98 125.17 125.30 at 1997. All right 133.87 (21,01/9	97.18 9 125.33 120 ts received.	Coupon Bar 4.7 Jul / 7.28 97.2 4.75 124.3 for 1987. 6 13/01/75. B	4 Yr ago 27 82.95 8 112.59 30vernent S	High" Lo	Gift  Gift	Edged by	Activ	vity indice	Jul 8 NA NA	Jul 7 NA NA	NA NA	N

_																		4	
_	FT Fixed Into	arest Ind	dices							Gift I	Edged	A	ctivit	y indices	i			1	
•		Jul 10 .	Pri 8	Jul 6	<u>Jul 7</u>	, pr	4 Yr ago	High*	Low		-			9 است	8 استال	Jul 7	فدال	4 ) J	ul 3
	GoviL Secs. (UK)	96.77	26.88	97.18	97.2	3 97	27 92.95	97.51	93.31	Güt Ed	ged be	raek	24	NA.	NA	NA	N	A	NA.
	Fixed interest						.38 112.59			5-day	FVOTEGO	ĭ		NA.	NA	NA	N		NA NA
	© FTSE International	Ltd 1997. A	il rights	regeryed	. " to	1987.	Government	Securities	high since	COMPLE	ion: 127.	40 p	9/01/35	9, low 49.18 (0	3/01/75). Fb	ed Interes	•		
	high since complistion Glit Edged volume d	into will be u		ا الله بين مان 1 الله بين مان		rnotie	E		Security 1	10/10/20	MIQ F0080		1951 11E	25. SE EDITATY I	NOTCES /SDIE	ed 1974.		1	
																		- 1	
																		- 1	1
																		1	١
8	FT/ISMA IN	JTEDN/	TION	JAL I		ın e	EDMACE												
-			_																
	Listed are the least in	rtamational i	bands fo	r which t	here i	s an ac	lequate secor	ndary mer	ket. Løtest	prices at	7:10 pm	on .	July 10	•					1
_		سمط	<u> </u>		Chg	Yield			laeur	ed 8k	Offer	Chg	Yield			bsugd	Bld	Offer (	≯irield
nŁ	U.S. DOLLAR STRAK	HTS					Spain 74 03			000 1112	111%		4,87	Abbay Nati Tr	BBBURY 8 03 S	1000	1015		+1 7.63
0	Abbay Nati Treasury 6					B.47	Vollenagen	HalFan70	3 10	109 <sup>1</sup>	1094		516	British Land 8	ት 23 ያ	150	10714		3836
	ABN Armo Bank 7 <sup>1</sup> 4 0 Ableso Day Pk 7 <sup>2</sup> a 29	5 10X	00 702% NN 102%	103		6.91 7.14	Works Bank	5월 명 로노 09	30	100 1054 100 1064	1054, 1064		4.91 4.83	British Land 6 Denmark 6%, Depta Finance	988	900	994	991 <sub>2</sub> .	7.45
	Attican Day Bk 7 3 23 Alberta Province 7 3 98		20 1013	1021		6.06	World Bank i World Bank i	74 05	30	200 1113	1114		531	BB 8 03 5 ***	/4 03 L	500	97½ 100%	97% 102%	-h/7.65
_	Argentine 11% 17	200	<b>3</b> 0											Finland 7 00 9	<u>'</u>	, 500	9914	387	7.41 129
•	Asian Dev Bank 64 05 Austria 612 00	7.	30 98% 10 105%	95% 105%		655 623	SMASS FRAI Asian Day Ba			200 441	44			Girmo Wallcox	neB34,05£.	500	1065	108%	<del>-1</del> e \64
	Baden-Wuett L-Fin 81				4	0.20	Augustin Ala D	n	40	nn angl	anel.		4.49 1.99	HSBC Holding	2 20 <del>48</del> , 11 e	365	1153 <sub>B</sub>		-∳ βε
	Bencoment 7 <sup>1</sup> 4 04	100	10 B17	947	-1	8.56	Denmark 44	99	10	00 1017	1051	45	1.98	Italy 10 <sup>1</sup> 2 14 9 Japan Dev Bk Land Secs 9 <sup>1</sup> 2 Detain 11 <sup>1</sup> 6 (	700£	200	12/12	127¾ 90¼	-}s  55
	Bank Ned Gemeenten	7 99 100	10 1015 20 1015	1017		6.15	BB 34, 99 _		10	OC 1034	. 103k	418		Land Secs 91;	O7 £	200	11112	1114	# k
	Bayer Vereinstak 8 <sup>1</sup> g 00 Bateten 51a 01	300 300	n osl	1044 95%		629 538	56 64 04 L		3	DO 1184;	1164 1114		4.07 2.12	Ontario 11 % (	7 E	100	1104	710 <sup>1</sup> 2	` ¥
	Belgitura 5½ 03 British Columbia 7¼ 02		ZO 105	105 <sup>1</sup> 2		6.47	Finland 74, 9 Holisto Phon	ce 3½ 00	10	00 1053	105%			Powerger 8% Seven Trent 1	11h 00 P	250	1042	104¾ 106¾	. 🐧
_	British Gas 0 21 Canada 6 g 05 Cheung Kong Fin 6 2 9	150	<b>17</b>	174		7.56	toeland 7% 0 Inter Armer Di Ontario 6 <sup>1</sup> 4 0 Quebec Hydr	ـــــــ	1	OD 1151	115 <sup>5</sup> 8		2.38	10/0/0 ERC 10		_ 150	1101.		4 7
HŽ.	Canada 64 05	150	10 95% 10 00%	99% 98%		6.52 6.68	Inter Arger Da	w 44; 03	6	00 1091	110		3.02	TCNZ Fin 94 World Bunk 9	02 KZS	75	1083	1094	· <del>/</del> .
!	Criss 6 b 04	100	N 30-7 N 97-1	. SE		7.97	Ouebec High	5 08 _	9	00 1031 00 1031	1164 1044		296 455	Works Bank 9	98 NZS	250	1035		4월 8일
	Crista 6 <sup>1</sup> 2 04	30	10 105	105 <sup>1</sup> 4		6.12	SNCF 704 .		4	50 1225	122%		3.45	Credit Local 6 Denomark 5 2 (	8 FF	000	1032g	1054 1035	- 1 4년 381
	East Japan Railway 6%	04 60	0 991/2			6.71	SNCF 7 04 . Sweden 4% ( World Bank 9 World Bank 7	13	50	00 108 <sup>1</sup> 2	110	4	3.02	Elec de France	81, 22 Ffr.	3000	129		-1 <sub>2</sub> 6.36
	EX-lm Bank Japan 6 03		n soes	99 108 <sup>1</sup> 2		843	World Bank 7	7 DH .	<u>7</u>	DD 324	32 <sup>1</sup> 2 116 <sup>1</sup> 8			FLOATING R			•		- 7
_	Export Day Corp 91/2 91	B 16	50 103 <sup>1</sup> 4	2103 ح		6DH						•	-	reading by	115 MV (25	become	Bid	Offer	
tL.	Eccon Capital 0 04 Fed Home Loan 7 g 99	180	0 63%	644	÷Ī,		YEN STRAE			· ·				Althou Alma Ta-					
7	Federal Nati Mort 7.40	N. 150	0 1024 0 KS	102 <sup>1</sup> 2	ملد	8.09 8.51	Belgium 5 99 Credit Fortile	41.00	750 791	00 1094 nn 1127	1091 <sub>2</sub>	护	1.13 2.05	Abbey Net Tre Argentarie Gibi	estry-∩ales seiFin (101	1000 700	99.92 99.73	100.00 99.81	
	Finland 7% 04	150	0 1084	10614	•	653	BB 6's 00		10000	1144	1145	7	1.15	Cades –& 01.		2000	99.60	99.68	5,8164 5,6250
	Ford Motor Credit 612 (	125	D 997,	99%			5-Im Bank J	<b>≥pen 4</b> 7 <sub>8</sub> 1	03 10500	00 113 <sup>3</sup> 8	11358		206	reason -4 26		2000	99.80	99.86	5.5625
	General Miles () 13	ТОО	0: 27%, n. co7.	. 28 99		8.29 6.08	Feet Next Mont Inter Armer De	298	10000	10 1024 N 1168	10214		1,12	COCE 0 08 Ed Commercials ()	5 Bh J. 00	—. 200	99.73	99.96	4.0825
	N. Finance 54, 98 Inter-Arner Day 64, 06	. 100	10 86 n∴aca?		ᆠ	6.53	haly 3 <sup>1</sup> 2 01	* 14 00	300	30 1104) 30 1071	117		1.23 1.80	Credit Lyonne	1.900 ™ 20 UH 1—18 720	130	99.83 98.25	99.90 98.78	5.6975 5.7500
	Intre-Armor Day 7to RF		U 1054a	105 <sup>5</sup> 8	•	854			. 2000	N 1975-	1177	410		Liferation Finan	ro. J. 02 Pu	****	98.98	100.05	3.7500 3.2500
_	Intil Finance 514 99	50	0 99	991/2		5.55	Japan Dav Bi	:599 _	10000	108	108 4		1,08	HEG NEE MOST.	ـــــــ 00 م	1000	99.77	99.84	5,6350
IL.	baly 6 (13	200	0 969- <sub>2</sub>	95% 974	4	6.37 7.27	Japan Dev 25	(842)(11	1200	JU 1204	120 .	4	1.51	Fintand 4 99 Halliax 65 0 9		1570	39.96	100.03	5.6875
	Jenes Des Pir Alls Ot		D 1063-	1052	•		SNCF 64, 00 Spain 54, 02				1145g 1184g	+18	1,19 1,75	MARKET MARK	ι999 <sub>– – –</sub>	500	100.05 100.35	100,12 100,44	5.8125
	Japan Dev Bik 8 <sup>3</sup> g (H Korea Blac Power 6 <sup>3</sup> g (	135	0 98%	974			World Bank 5						1,54	=9 is 90		. 1901	100.30	100.36	6.0625 5.8023
_	Matsushita Bac 74 02	100	0 103/2	103		6.53		-			•			A 4 2 EV		1500	100.13	10024	4.3125
	Mexico 97, 07	100	0 107½ 0 102½	107% 102%	÷.		OTHER STR			50 995 <sub>R</sub>	4005		<b>-</b> -	CKB Baden W	uert Fr; → g — c k t/c	8 . 1000	99.93	100,00	5.8750
_	Minfin Russie 9 <sup>3</sup> 4, 01		0 1044		7	8.5A	EBRD 144 9 World Berk 1	566 P		av aa⊬ng X0 101	100% 102	٠,١	14,91 14,08	MODERNE S CE	_	EDA	90,75 99,80	91.75 99.98	5.6938
	Ontario 73 03 Ontario 73 02	200	0 10512	105	-	6.52	Atable 612 SS	H	100	U 1047	105		3.88	UNITED SCORES (S	99	991	99.98	100.07	6.0825 6.0312
 	Octor Kontrollhank Sin I	n 20	0 1031	107		6.35	PIT Nederlan	d 6½ 05 F	130	D 1057a	106		5.65		_	2000	100.14	100.21	5.8125
	Portugal 5% 03	100	0 98%	97 <sup>1</sup> 8	-78	6.46	Bell Canada 1 Eritish Columi	o. 83 C	15	0 110 <sup>1</sup> 2	110%		5.01	LAMBER 17 10.	UM	_ 25D0	100.28	100.32	3.3086
34	Outbec Hydro 9% 98	15	u 1Q4 6 gn≤1.	104 s 105 s			Eritish Columb Caracia Mila 8				1103 <sub>8</sub> 107	4	5.79				89.84	99.85	5.8164
ü	242 IN 28	19	0 103%				Bec de Farc				1097	ᅹ	4.78 4.93	Rende (198 Spain - 2 02 D	<u> </u>	2000	99.78 100.03	100.00	5.8750
	Spain 6 <sup>1</sup> 2 98	150	0 100%	101		605	KW in Fn 10	01 CS		0 1144		7	542	ORNER DK ACCU	la CLOSTER	125	88 61 1/27/22	100.10 100.00	3.0908 5.9582
44	Sweden 61 <sub>2</sub> 03 Termosee Valley 8 00	200	0 1014	101%	4	6.36	Nicocn Tel Te	110% 99	CS 20	D 110%	1114	4	5.05	Sheden n:	,	2022	100.02	100.08	5.7188
D.	Termessee Valley 6 00	100	0 9612 0 001⊑	99% 98%		625	Ontario 8 03 ( Ontario Hydro Ontario Hydro	3 <u> </u>	150	1114	1113		5.72	United Kingdor	u—401.—	2000	99.91	99.95	5.5312
	Termessee Valley 62g 05	7 100	n ee⊈.	994	ᆚ	627	Orderio Hydro	40Z-001		D 1657.	1151 <sub>8</sub> 1101 <sub>4</sub>	3	500	CONVERTIBLE	ROUTE				
<b>1</b>	Links Kingdon St. III	200	10212	1025	•	6.03	Oster Kontroll	hank 10%	99 CS _ 15	0 1104	11012	₹.	4.73 4.92						
84	Tokyo Elec Power 6½ 0 United Kingdom 6½ 01 United Kingdom 7¼ 02 Walt Disney 6% 01	3000	1044	105	ᅶ	6.18	Quebec Hydro	7 04 C\$	100	n 705½	1057	•	6.10 .		•		Data. Dan E	-	Prom.
7名 7名	Walt Dianey 63 01	1300	100	10018		6.A7	Custos Prov Council Europ	10 <sup>4</sup> 2 98 C	S 27	0 107%	108		456	Alled-Lyons 63	AR C	~~~			
6,						E49	Council Europ	e 9 01 Es	110 	1157	118		-,		1.07 9 6				435,85
(1)	World Bank 83 89	131	n insat	10572			Credit Fonder Denmark 8 <sup>1</sup> 2	00 Fa	400	n 414%	1144 115	<u></u>	_		745 00	-	2015 AR	P2 100P2	+30.20
ĺŒ	DELITSCHE MARK ST	RAIGHTS					EC 6 00 Ecu EBB 10 01 Ecu Finland 8½ 07 Tasly 9½ 11 Ec Basy 10¾ 00 E	115	110	0 1043	104%	Ţ			Dan His IX	745	37 149	2 150h	-1.37
to Ion	Austria 6lo 24	2000	10012	100%	႕	6.46	BB 10 01 Ea		115	0 1174	11712	4	4.63	Land Serve 45.	d 4 01	- 410 3	.05 90	را 19 <u>يا</u>	-B 13
97:	Baden-Wasti L-Finerica	, 699 <u> </u>	9 1044 <sub>8</sub>	1014		3.63	Finland 8 2 07	Ecu	75	0 1174	1184	4		Lasmo 74 05 0	* *	- 84 9		94 . 137	
	Bayerische LB 6 06	1500	103 <sup>1</sup> 8 108 <sup>5</sup> 8	7034 +40	ᆂ	522	1289/994 11 Ed	الا نسب	250	D 127 n 1463-	127 <sup>1</sup> 2	-39	6.25	Lasmo 74, 05 9 MBL Int Fin 3 ( MBts i Floris 94	2	— ≥∪ ( .2000		98 99 96 107	
	Credit Fonder 74, 03	150	106h	105%	4	5.12	usay sux uu s Uhined Kingdo	سند به مراوی	700   Equipment   279	1165	1161 <sub>8</sub> 1141	<b>ئ</b> ـ	4.56 4.52	MRaui Bank 24	03	- 200 23		ול 133 לי אמו מי	
	Deutche Sk Fin 7 5 03	200	1114	111	1	515	ADC 10 99 A	5.	10	n 1075	108	•						7 127	
	Depte Finance 6 <sup>3</sup> s 03 Deutsche Bix Fin 7 <sup>3</sup> 2 03 Deutsche Rixance 5 <sup>3</sup> s 0	4 200	103	103 k	-4₀	5.13	Corners Blk Aus	stale 13%	99 AS ., 10	D 1155g	1161	ᅸ	563	Sandox Capital Sappi BM Finar	219	- TEO			
	EEC 6/7 00	2900	1063	100-2	4	392	BB74,99AS		95	0 1054	105	44	5.14	CHECK IN IN IT			76 93	4 944	
	BB 64, 00	1500 3000	11054 1005	108 1093	_	354 388	Net Australia 6 NSW Treasury	2011k 6 <sup>1</sup> 4, 9	8 AS 25	0 1014	1015g	<b>*</b>		WILLIAM FOR	714.04		9.4 100 See		
۱_	Mahaha Indi 55 M	7516		105	•	446	PålBank74	03 AS		5 1084	21 <sup>3</sup> 2	3					3.9 179		+70.15 +26.86
DAT	KPW Ind Pinence 64, 03 LIGD Baden-Whent 61 <sub>2</sub> (	2250	1063	10512		5.03	P &   Bank 74 State Ek NSW	9 02 AS		0 110 <b>1</b> .	1114	4	8.46	Transationtic Hi Yamanouchi Ph			05 101	1024	+2,13
44	LICE Beden-Wartt 612 (	95 2250 1500	105-8	1054	-18	5.80	Stith Aust Govt	Fin 9 02 /	NE 156	פטוו ט	111	+4	6.52					_	
	Carried St. St.	3543	442.00	10534		1.41	warman state of the	4 173 45	-23	n 104	75 W.A.	-	275		•				.351





### **CURRENCIES AND MONEY**

# D-Mark defies UK rate increase

MARKETS REPORT

FFE TOU FAIL STATES

The state of the s

Market Barry

As a service

9 - 2 - m

F----

سنان سنيت دهد .

254 Carlon

The second second second

 $L_{i,\sigma_{3}\lambda_{i},\sigma_{i},\sigma_{i},\sigma_{i}}$ 

14 2- - ...

\* 6 -- 1 -- 2.

54 % 14 .2 .2

800

and the second

n ±

MT1. Fi

44 × 4 ×

Age of

12 (15 (14)

Participants of the

742 × 1000

4.00 to 10.00

738 34 7

الاستوالا الا

1.1

19.7

Article Action

and brown ton 1207

Farbury Laurahes (15mg

Service of

# Lister

Mining the second

France warm

raised base rates by less than some economists had forecast. Mr Tietmeyer said the dollar's advance against the D-Mark was now over. "We basis point rise. The dollar will naturally watch the developments in markets," he said. "You can be sure that it is important for us that the D-Mark remains a

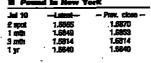
strong currency, and that we enter the euro as a strong currency." He said the February 1994. pound's surge against the D-Mark "strongly reflects the UK's domestic situa-

The pound, buoyed since August by high UK interest rates, fell yesterday after the Bank of England raised base

CROSS RATES AND DERIVATIVES

rates by 25 basis points to faint prospects that Gerincrease came even though

at DM2.956 to the D-Mark, ris for Emu, and this could partly because some in the help prompt a delay to the market had expected a 50 project. fell 1.1 pfennigs against the D-Mark to DM1.751, but firmed slightly against the yen to Y113.1. Strategists said the dollar had suffered hreak through highs set in



6.75 per cent following its many would increase rates By Simon Kaper and Greta two-day monetary policy soon, also helped the committee meeting. The D-Mark, as did jitters over European monetary union. The D-Mark rose yesterday the committee said it was Germany's supplementary after Mr Hans Tietmeyer, concerned about sterling's budget proposals for 1997 Bundesbank president, said strength. The money market and its budget for 1998 are the currency's two-year fall is pricing in another 25 basis presented in Bonn today. was over, and after the UK point rate rise by September. There are doubts over The pound retreated 1.4 whether the country will pfermigs to close in London meet the fiscal deficit crite-

> The Netherlands raised its special advances rate by 10 basis points to 3.00 per cent, the same level as the German repo rate. Forex strategists warned against believfrom its failure this week to ing that this presaged a The Philippines and Malay tralia is a bad omen for the German rate rise, pointing out that the Netherlands A Dutch rate rise, reviving possessed one of the few fast



devaluation of the Thai baht. night bank rates.

cies remained under pres- ted this week that its previ-

Jul 10

DOLLAR SPOT FORWARD AGAINST THE DOLLAR

0.452 1.215 0.504 0.602 1.155 0.614 1.503

0.648 0.891 0.788 1

Low Est. vol Open int. 0.8926 9,125 58,219 0.9052 34 955 - 1 108

-1 -7 -8 52 -13 -17 -18 -25 -18 -19 -28

**Вер** 

0.26 0.57

94.22 94.05 94.00

Low Est voi Open int.

0.02 0.18 0.41

0.06

0.01

41,154 544,757 52,819 447,621 41,121 67,295

much below current levels." higher in the meantime".

upwards without saying so. of increase in the money But Goldman Sachs still advises clients to sell, although not perhaps until next month

Sterling is 18 per cent overvalued, it says, and its summer surge has been as sporting triumphs. This week's cricket defeat by Aus-

possessed one of the few fast growing economies in western Europe. The guilder continues beyond the latest closed unchanged against the D-Mark at its usual rate of FL 1.126.

Emerging markets currented this weeks. HSBC Midland admitted the unchanged against the pound that its mast that the mast the mast that the mast the mast that the mast that the mast that the mast that the m

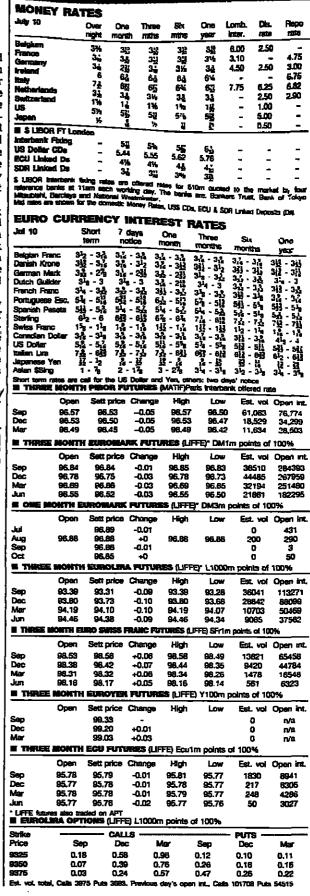
ous forecasts for the The South African rand exchange rate look "far too recovered yesterday from pessimistic". The pound was five-month lows after Mr 'unlikely to end the year Chris Stals, the Reserve Bank governor, suggested he It "could go significantly was in no hurry to cut interest rates. He said the central HSBC is simply more hon- bank would not take the lead est than most banks, which to reduce rates unless there have revised their forecasts was a slowdown in the rate

He also denied market talk that the central bank wanted a weaker currency, although he confirmed that the bank had been buying foreign surprising as recent English exchange "for some time now" to prevent the rand from appreciating more.

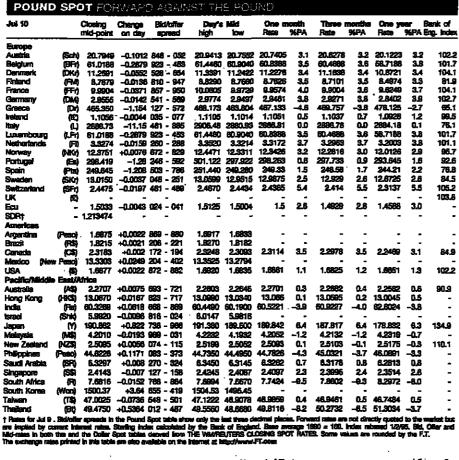
supply and in bank credit

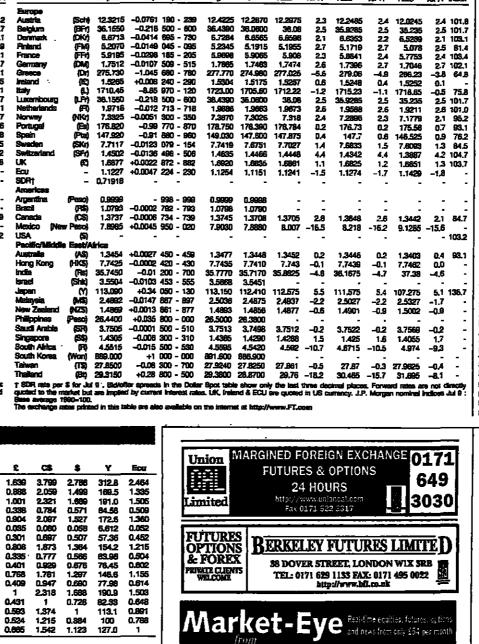
He had been cheered by sia both raised their over- pound, the US bank warns. the fact that the easing of exchange controls on individuals this month had gone virtually unnoticed. "For the first 10 days or so the amount was only R25m rand," he said.

The rand rose 1.5 cents to R4.5515 against the dollar yesterday.



WORLD INTEREST RATES









BRIDGE-CRB

Low Rates.





	_	100001			
7	OF	FSHORE	COMP	ANIES	
ſ		OCRA has 20 offices on age FREE colour brochus			ਙ੨
L	SEE OF MARK	D MURPHY, CA RECHARD T COOK, BS:	Tel: +44 1624 815544	Fig. 44 (EX 1495)	' !
		MART G DESCER, LLM KEYEN METECSO, ADVING	Tab + 152 2525 172 Tab + 1 714 851 3344	For: +852 (201) 1199 Parc +1 714 (644 (667	_/

LIND-HALDOCK & COPPARY

	DECICER, LLM Table +152 25225 172 RECOULABORRAY Table +1 714 854 3304	Page of 714 864 6867
-ste	A personal service in Futur	es Omions &
	Currendes with direct acce	
MUIRPACE	James Mazwell	-74
Francisco (	Tel: 0171 702 1991 Fas: 0171 480 6115	coplant is a

	→ Real-time quotes       → Forex data         → Over 180,000 issues       → Hews headlines         → U.S. & Jut'l data       → As low as \$9/day         → For lafe call 44+171 626 6101 ext. 3a	Sigr
--	--	------

Futures, Option	ons & FX markets					
Linnco	+ 44 (0) 171 892 3311 email jwelch@linncoeurope.com					
VERY COMPETITIVE RATES Regulated by the SF.						

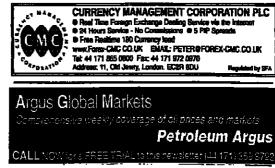


The Nippon Credit Bank, Ltd. (the "Bank") Notice to Holders of

U.S. \$150,000,000

1% per cent. Convertible Bonds 2002 (the "Bonds")

ADJUSTMENT OF CONVERSION PRICE Notice is hereby given that as a result of the issuance of 766,039,000 shares of common stock title "Shares" by the Bank on 1st July, 1997 for the issue price per Share of 1st July, 1997 for the issue price per Share of 1st July 1st determined on 3rd June, 1997 being less than the current market price of 1s290,10 per Share for the Bonds as at that date, the Bank adjusted the Conversion Price



REAL

TIME







Jeromy Nelson

Tei: 0171-873-3447 Fax: 0171-573-3062

<u> </u>	ليناك		سندالت														
EXCHA	NGE	CROSS	RAT	ES			_					•					
Jul		BFr	DKr	(FFr	DN	ĸ	L.	Ħ	NECT	ᄩ	Pta	SKr	SFr	£	C\$	\$	Y
Belotum	(BFr)	100	18.45	16.37	4.844	1.812 4	731	5,453	20.28	489.1	409.1	21.33	4.011	1.639	3.799	2.788	312.8
Denmark	(DKI)	54.19	10	8.873			564	2.955	10.99	265.0	221.7	11.56	2.174	0.888	2.059	1.499	169.5
France	(FF1)	61.08	11.27	10			890	3.831	12.39	298.7	248.9	13.03	2.450	1.001	2.321	1.689	191.0
Germany Insiend	(DM) (E)	20.85 55.19	3.810 10.18	3.380 9.036	1 2.673		76.7 £11	1.126 3.010	4.187 11.19	101.0 269.9	84,47 225.8	4,404 11,77	0.828 2.214	0.338	0.784 2.097	0.571 1.527	84.58 172.6
reen. Italy	(L)	2.114	0.390				(00	0.115	0.429	10.34	8.648	0.451	0.085	0.035	0.080	0.058	6.612
· <u>···</u> , Netherlands		18,34	3.384				57.5	1	3.719	89.68	75.03	3.911	0.736	0.301	0.697	0.507	57.36
Norway	(NKr)	49.31	9.096				333	2.889	10	241.1	201.7	10.52	1.978	808.0	1.873	1.364	154.2
Portugal	(Es)	20.45	3.773				57.3	1.115	4.147	100	83.56	4.361	0.820	0.335	0.777	0.586	63.96
Spain Swaden	(P141) (SK4)	24.44 46.88	4.510 8.651				156 218	1.333 2.557	4,957 9,506	119.5 229.3	100 191.8	5.213 10	0.980 1.881	0.401 0.768	0.929 1.781	0.676 1.297	76.45 146.6
Switzerland	(SFr)	24.93	4,600				179	1.360	5.056	121.9	102.0	5,318	1	0.409	0.947	083.0	77.98
UK	(E)	61.02					887	3.327	12.38	298.4	249.6	13.02	2448	1	2.318	1.688	190.9
Canada	(CS)	26.32					245	1.435	5.338 .	128.7	107.7	5.614	1.056	0.431	1	0.728	82.33
USA	(S)	36.16 31.97					710 512	1.972 1.743	7.333 6.484	176.8 156.4	147,9 130,8	7.712 5.819	1.450 1.282	0.593 0.524	1,374	1	113.1
Japan Ecu	<u>ო</u>	40.59					920	2.214	8.232	196.5	188.1	8.658	1.628	0.865	1.215 1.542	0.884	100 127.0
	F				-		_									1.120	
Danish Kroner,			_		-	er 14; begje	n na	ns, 184, 28	-		•			e			
- D-MARK				<del></del>		<del></del>							S (IMM) Y				
	Open	Latest	Change	High	Lov		_	Open int.	_		Open	Letest	Change				st vol (
	0.5708 0.5775	0.5751 0.5785	+0.0043				50	108,579 1.094	Sap Dec	_	.8956 .9052	0.8950	-0.0003 -0.0003				9,125 34
Mar	_	0.5818	+0.0034	0.5818		123	l	349	Mar	•	-	0.9187		-	-	JE.	1
<u> </u>				· 					٠								
3W795 F	RANCI	O TURSES	(MIM) SFI	125,000	per SFr				R 51		FUTUI	255 (RA)	A) 262,50	D per £			
	0.6914	0.8968	+0.0052	0.6968			2	50,207	Sep	1.	6840	1.6886	+0.0068			<b>200</b> 7	7,177
Dec Mar	0.7005	0.7035 0.7064	+0.0048	0.7035	0.700			1,121 161	Dec Mar		-	1.6820	+0.0058				8
	-	U./UD4	•	-		50		101	MES		-	1.5760	+9.0056	1.877	<b>–</b>		1
UK INTEREST RATES EUROPEAN CURRENCY UNIT RATES																	
									Jai 18	,	Ecu ce		ate	Change	% +/-		% sprea
LONDO	N MC	MEY R	LATES					•	. —		rates	- agair	ast Ecu	on day	CORL		v weake
kii 10		Over-	7 days	One	Thre			One	Finian	-	5.8542	-		-0.00157			3.22
		night	notice	month	mont	hs mont	<u>*</u>	year	Portu	<del>ĝaj</del>	197.39 1906.4		9.373 27.81	-0.089 +2.52			235 224
nterbenk Ste	ring	6 <sup>1</sup> 2 - 5 <sup>7</sup> 8	6월 - 6월		74 - (	数 7点 - 7			Sretan	ď	0.79870			+2.52 0.001828			11.96
Sterling CDs Freesury 1918s			•	6월 - 의 태조 - 태	1 5 5 - (	7.	<b>企</b> 7	7.	Spain	_	163.82	6 18	6.769	-0.147			1.55
lank Bills	•	· -		6월 - 6	8% - (	没 7点 - 7		-	Denm		7.3455			-0.00409			0.93
ocel authorit	ly deps.	6 <sup>3</sup> 4 - 6 <sup>3</sup> 8	63g - 634	8H - 8i	78	7.5	<b>4</b> 7	2 73	Germ	rjands.	2.1697 1.9257			-0.00196 -0.00196			0.90
Xiscount Mer	ket dept	64 - 63	64 - 65 <sub>2</sub>		• •	· · -		-	Austri		13.548		.89C7	-0.0145			0.83
JK clearing t	onk hos	a landino e			hd 40	1007		5.51	Belgit		39,719	1 40	.7576	-0.0289			0,74
			Up to 1	1-8	3-6			9-12	Pranc	•	6.4588	3 6.1	576 <b>3</b> 2 -	+0.00918	3.3	37	0.00
		• •	month	month	mont		15	months	NON	erm Mi	EMBERS						
ants of Tax	dep. (21	00,000)	. 2 <sup>1</sup> 2	. 512	. 2	. 5		44	Greec		295.26		0.744	+0.421	5.4		-1.77
ente of Tax d	ep. under	£100,000 b	2 <sup>3</sup> 2pc. Dep	onits with	inem for a	men 1 upc.			UK		0.79310		56713 +4				22.97
wa. tender rat p day Jun 30,	1997. A	greed rate to	r period Jul	26, 1997 <u>1</u>	100 PERSO 25.	1907, Sche		7.98pc.	Percent	age chaeg	est by the i	SUZ & poet	tive chance	denotes a	NEAK CUTTE	nev Diver	refesions stret gences eftert
isterençe rate Icuse Base Pi	TOT PORTO	וד, וא קשאו ב		1997, 9	chemes N	/ & V 6.738;	e. Fin		between	1 We apro	adic the po	rcentage d	Mérance be Michiga d	impen the c	etai mak	at and E	ČU CONTROL (*
			-	Υ.	· : .				Contral	17/6/	2: Seding	<b>BURDONDA</b>	fon EN	Acientore	e capacita	by the	Pinercial Ti
THREE P	OHTR	STERLIN	o Purum	200 (LIFF	E).£500,0	100 points	of 10	00%	III PH	LADE	PHIA S	E £/\$ 0	PTIONS:	231,250	(cents pe	r poun	id)
		Sett price		High	Low			pen int.	Strike			- CAL					<u>π</u>
eo	92.77	92.83	+0.05	92.86	92.77		•	131711	Price	_	Jui	. Au	9 8	Sер	Jul	Ā	ug
ec '	92.54	92.59	+0.04	92,65	92.54		5	139500	1,680	-	0.94	2.1	4 2	L61	-	1,6	60
Aar .	92.46	92.47	+0.02	92.54	92.42			101440	1,890		0.36			17	0.02	2 .	11
_												1.6					
un '	92.43 92.43	92,45 92,48	+0.02	92.50 92.50	92.40 92.41	1163	B	85508 44619	1.700		0.14	1.2		.76	0.71	21	<b>8</b> 5

United Back of Kussalt, 8.75

Members of London Investment Banking Association
 In administration

E SMORT STERLING OPTIONS (LIFFE) 2500,000 points of 100%

0.14 0.07

BASE LENDING RATES

Habib Bank AG Zusen 6.75

Julian Hodge Bank 6.75

@Leopald Joseph & Store 8.75 Lloyde Bank Micherd Bank NetWesterinster GRee Brothers

0.07 0.20

3) 6.75 Euster Burst, Linited 7.75 Gillinger & Friedfender 6.76 6.75 Financial & Gen Bank, 7.50 Gillinger & Friedfender 6.76 6.60 GRobert Fleming & Co6.75 Son Banking Corp Ltd 6.75 6.75 Guilliness Mehon 6.75 TSB 6.75

6.75 6.75

Hiembros Bank 8.75 Unity Trust Benk FG 6.50
Harbibite 8. Gen Inv Bic 8.75 Unity Trust Benk FG 6.50
C. Hoses & Co 6.60 Whitesway Laidiev 8.75
Invested Bank (UK) Us6.75
Invested Bank (UK) Us6.75

Strike Price

Adem & Company

Bank of Cypnus

Bank of India Bank of Scotland

Brit Sk of Mid East

Cathank NA Caydeptale Bank

Alled Irieh Bank (GB) 6.75

Banco Bibao Vizcaya, 6.75

@Grown Shaptery & Cortist 6.50

The Co-operative Banks.75

6.75

8.50

6.75

0.570 0.575 0.580

Strika Price 9675 9700 9725

0.42 0.60 0.81

0.57 0.37 0.23

THREE MONTH EURODOLLAR (MAA) Stm points of 100%

-0.01 -0.01

94,89 -0.01 94,90 94.89 94,76 - - -

0 0.05 0.08

94,22 94.06 94.00

B US TREASURY BELL FUTURES (BAM) \$1m per 100%

- CALLS -

Dec 0.07

0.61

94.23 94.08 94.02

0.12 0.04 0.02

94.23

0.09 0

# Gold prices firm but fresh weakness seen

Gold prices have consolidated slightly in the past banks have in the past been couple of days following a brushed off by traders as \$14-per-troy-ounce drop triggered by news last week that Australia's central bank had sold two-thirds of its

But the market remains tense with analysts predict- brushed off any longer -If other central banks follow reserves, a downturn in the

Many central banks had already been looking at how much gold they hold. Belgium, the Netherlands and Canada have sold some of their reserves, Switzerland and Portugal have said they could sell.

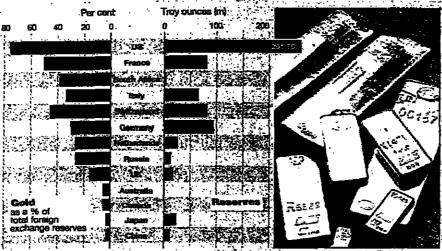
The US Federal Reserve Bank issued a recent techni-"Can government gold be have no need to hold gold as per cent.

part of their foreign exchange reserves Sales by European central

governments preparing for Emu next year. But Australia, as an important producer, was expected to support the gold price.

"These sales cannot be ing more weakness to come. they reveal a profound change of heart among cen-Australia's lead and sell off tral banks over how they view gold," said Mr Andy gold market could turn into Smith, precious metals analyst at UBS in London. "It looks as if they are taking a more hard-headed, coldhearted view of gold, which can only be bad for the

Central banks' holdings of gold vary enormously. The US holds 73 per cent of its foreign exchange reserves as gold - 261.75m troy oz cal discussion paper entitled most big European countries hold about 15 per cent of put to better use?" Its con- their reserves as gold, and clusion is that governments Japan and China less than 4 Central Bank gold reserves



estimates that if most coun-

M. Murenbeeld & Assocs. ket. That is almost the same Canadian gold consultants, as eight years' new mine years. supply.

tries were to cut their The consultants' "Gold free-for-all, but certainly a holdings of gold to 10 per Monitor" calculates that significant yearly rate of discent, that would release central bank sales could posal which exceeds all gold investors a reason to re-

650 tonnes a year for 10 "This is not a central bank

618m troy oz on to the mar- run at a rate of up to yearly official sales since enter the market?" he asks.

1967 when the Gold Pool was breaking down," the monitor

Mr Smith believes the price slump in the gold market is similar to the demonetisation of silver a century ago. At one time, silver underpinned 80 per cent of the world's currencies, but silver lost virtually all of its monetary value over 10

If this happens in the gold market, the price will plunge. Mr Smith suggests an orderly exit for central banks which want to sell. They could co-operate in a similar way to the large US cigarette companies which have offered a settlement for tobacco litigation.

"If official co-operation really is that much better than it was a century ago, can't gold auctions be organised to allow weak long central banks an exit, define damage liability and offer

working is normal practice

for similar mines and will

create 100 more jobs. Work-

ers have been offered one

Sunday off in four. But

unions want the company to

increase the number of daily

shifts from two to three.

They are also protesting

about conditions in the

In March, Somincor

revised its 1997 profit fore-

cast upwards from a loss of

Es2hn (\$11.2m) to a net profit

of Es800m, largely as a result

of a rise in copper prices.

COMMODITIES NEWS DIGEST

# EU set-aside rate held at 5%

The European Commission has proposed that the rate of set-aside, or compulsorily uncultivated arable land. should be maintained next year at 5 per cent. European Union ministers called for the 5 per cent rate to be maintained when they agreed the annual farm prices package

in Luxembourg last month. But the Commission did not want to propose the rate until it had indications of the dze of this year's harvest. Grain farmers must leave a certain proportion of land uncultivated to qualify for EU subsidies. The standard

rate was fixed at 17.5 per cent after agricultural reform in 1992, but low levels of stocks have enabled it to be reduced to 5 per cent - equivalent to about 2m hectares. The Commission said this year's EU harvest was forecast at 197m-200m tonnes – slightly down from last year's

sector &

record 201m. Cereal stocks remained low, it added, because the 1996 harvest only partly rebuilt stocks after poor weather in 1994 and 1996. With consumption and exports expected to rise, the Commission was confident 95 per cent of land could be left in production without building up excessive stocks.

Brussels is expected to propose next week that the stan-dard set-aside rate be reduced to zero in the forthcoming shake-up of the common agricultural policy. Documents it will submit to the European Parliament forecast that harvests will rise to 214m tonnes by 2005. But Mr Franz Fischier, farm commissioner, wants to cut cereal support prices by 20 per cent, so bringing EU prices closer to world levels and allowing it to export more grain. Neil Buckley, Brussels

# KWG to complete Cuba project

Montreal-based KWG Resources has won a bidding contest to complete a three-quarters built nickel project in Cuba. KWG's proposal also includes construction of a pickel refinery in Canada. The combined cost of the mine and refinery is estimated at US\$300m, with production due to start in July 1999.

The project will be a joint venture between KWG and Commercial Caribbean, a Cuban government agency. Other bidders are understood to have included Gencor, the South African mining group.

The mine is located at Cupey, 1,000km south-east of Havana, and about 85km from the existing Moa nickel mine operated by Sherritt International, the Torontobased group whose activities in Cuba have run foul of the US Helms-Burton law.

Helms-Burton provides for sanctions against foreign investors using expropriated assets in Cuba claimed by US companies. KWG and Commercial Caribbean said they were confident that the Cupey project "will not be subject to any third party claims".

Cupey is estimated to contain 22m tonnes of proven and 85m tonnes of probable reserves. Annual output is expected to reach 30,000 tonnes of nickel and 1,400 tonnes of

cobalt for 25 years. The site of the refinery has not yet been chosen.

Bernard Simon, Toronto

# Crude slides on news Standstill threatened of German sale plan

### MARKETS REPORT By Michael Peel

Crude oil dipped yesterday on news that the German government planned to sell some of its strategic reserves

Brent crude for August delivery finished down 26 cents at \$17.96 after short covering allowed it to recover from a low of \$17.85.

sources said Bonn expected to raise DM400m (\$227m) in the next 18 months on Industry sources suggested tonne. this would release at least

75,000 barrels a day to the

COMMODITIES PRICES

LONDON METAL EXCHANGE

BASE METALS

for some time in the German held firm to finish up \$10.50 press, so it's not terribly at \$2,398.5 a tonne. new," said one analyst. "But

it's still the occasion for a little bit of selling." Refining margins have been squeezed in the early part of this year as product stocks have risen and consumer demand has been low. "Refiners have backed off as

the market is fairly well sup-

plied," said another analyst.

"It will take a few weeks to The initial slump came get back to anything like after German government normal refining margins." Nickel stocks rose as shipments arrived in Europe

Copper stocks rose by 2,000 tonnes through shipdon Metal Exchange Ware-"This has been rumoured houses, but the metal bags.

Russia yesterday resumed its exports of palladium to Japan, forcing the price down \$6.50 to \$162.50 a troy ounce. Russia had been out of the palladium market since last December.

Coffee suffered heavy late losses on Liffe after late fund selling in New York. The September contract peaked at \$1,850 a tonne but ended the day at \$1,771, down \$54. The US market was hit by mild weather in the Brazil-

ian coffee belt and a restatefrom Russia. The metal finment by the US Department ished down \$25 at \$6,760 a of Agriculture that it expected a 28m bag 1997-98 Brazilian coffee harvest. Earlier this week the US agriculments from Comex to Lon- tural attaché had suggested the harvest would be 24m

# at Portuguese mine

By Peter Wise in Lisbon

Production at the biggest copper mine in the European Union, Neves Corvo in southern Portugal, will be brought to a standstill if mining company, warned vesterday.

Talks between unions and Somincor, 49 per cent owned by Rio Tinto, the Londonbased mining company, mine needs to work seven failed to make headway in resolving the dispute over tion costs competitive as the the introduction of Sunday working. State-controlled remaining 51 per cent.

Production has already day today, and will be halted

altogether if the protest con- 1.5m tonnes of ore in 1990 tinues, Somincor said. About The target for 1997 is 115,000 500 of the 1,000 workers at tonnes of copper concentrate the mine have joined the from 2.1m tonnes of ore. strike, unions said. Somineor says Sunday

Strikers have been picketing the mine, hampering ore miners continue a strike into shipments and delivery of next week, Somincor, the supplies, and about 300 miners travelled to Lisbon vesterday to protest outside Somincor's head office and the economy ministry.

The company says the days a week to keep producquality of ore diminishes. Last year, Somincor mined

Empresa de Desenvolvi- 1.92m tonnes of ore to promento Mineiro holds the duce 107,200 tonnes of copper concentrate, an intermediate product, and 8,200 tonnes of been severely affected by the tin concentrate. This com- in 1995 to Es1.5bn last year strike, which enters its fifth pares with 160,000 tonnes of as turnover dropped from copper concentrate from Es41bn to Es29bn.

Net profit fell from Es9.3bn

MEAT AND LIVESTOCK

II LIVE CATTLE CME (40,000lbs; cents/fbs)

**JOTTER PAD** 

### Kerb close E ALUMINIUM ALLOY (S per 1 1425-30 1420-25 High/low AM Officia 1395-400 Kerb close 1425-35 5,272 1,720 LEAD (S per tonne) Close Previous High/low AM Official 660-1 648-49 666/652 658-58.5 645.5-8.5 644-44.5 Kerb close 36,067 8.399 ME NICKEL (\$ per to 6865-75 6895-900 Close Previous 6980/6840 6770-75 Kerb close 52,781 15,143 Total daily turnover TEN (\$ per tonne) Close Previous High/low AM Official 5465-75 5465-75 5461 5520-30 5530/5500 5515-10 5465-66 ■ ZNC, special high grade (\$ 1463-64 1470.5-71.0 99,060 32,298 Open Int. Total ctally turnover E COPPER, grade A (S per tonne) 2397-400 2282-3 2386.5-89.5 2271.5-72.5 AM Official 2412-13 Karb close Open Int. Total delly tumover 107,020 III LIME AM Official E/\$ rate: 1.6871

**ENERGY** CRUDE OR NYMEX (1,000 berrels. S/berrel) Jen Total HEATING OIL HYMEX (42,000 US galls; c/US galls.) Spot: 1,6883 3 mgs; 1,6831 6 miles: 1,6766 9 miles: 1,5712 56.10 -0.30 56.40 55.90 M HIGH GRADE COPPER (COME) Dey's change High Low 106,90 +1.85 107.10 105.05 687 5,804 184 3,938 161.25 -1.25 164.25 160.50 5.533 6.363 161.75 -1.50 164.25 161.25 8.747 24,199 104 85 +1.65 105.50 104.00 164.00 -1.00 165.75 183.00 2,480 7,583 166.25 -1.00 168.25 166.50 942 7,476 168.25 -1.00 168.00 167.75 578 4,943 170.00 -0.75 170.75 169.50 1,786 9,985 102.90 +1.50 103.50 102.20 165 1,377 102.65 +1.56 103.00 102.30 87 1,229 101.90 +1.40 102.45 101.00 1.483 8.782 PRECIOUS METALS ■ NATURAL GAS NYMEX (10,000 mmBul; S/mmBul) LONDON BULLION MARKET Gold(Tray az) \$ price & equiv SFr equi Clase 318.40-319.80 2.110 +0.012 2.120 2.085 18.624 40.008 2.120 +0.003 2.130 2.095 5.010 21,793 2.130 -0.001 2.140 2.115 2.123 23,977 319.50-319.90 2.255 -0.002 2.265 2.245 544 11,541 2.395 -0.001 2.410 2.388 829 14,993 189.365 463.07 Day's High Day's Low Previous clos 321.10-321.50 - 2450 2421 911 15,323 318.80-319.00 Loco Lán Meas Gold Lending Rates (Vs USS) 1 month .......3.41 6 months ......3.49 NYMEX (42,000 US galls.; c/US galls. ...3.45 ....3.47 3 months +0.47 58.85 57.30 18.202 35,628 US ats equity. 434.50 57.30 -0.14 57.85 56.45 7.710 13.666 68.65 -0.44 55.75 55.40 1.119 8.134 54.85 -0.57 54.96 54.80 44.0 2.712 54.50 -0.67 54.56 54.45 800 5.818 257.05 3 months 6 months 1 year 260.65 264.50 273.15 444.25 454.75 \$ price 316-318 £ equiv. 187-189

Precious Metals continued GRAINS AND OIL SEEDS GOLD COMEX (100 Troy oz.; \$/troy oz.) ■ WHEAT LIFFE (100 tonnes; £ per tonne) 321.4 +1.9 322.2 319.0 34,860 112.7k 321.4 +1.9 321.2 317.5 — 3,708 322.3 +1.8 323.8 321.5 1,812 10.901 81.65 +0.65 - -83.65 +0.65 83.75 82.75 324.3 +1.8 325.9 322.7 2,782 37,529 326.4 +1.8 - 821 9,993 43,914,218,754 PLATINUM NYMEX (50 Trov oz.: \$/trov oz.) ■ WHEAT CST (5,000bu min; cents/60b bushel) 321.50 -4.25 328.00 321.00 2.113 2.561 329.50 -4.75 334.25 329.00 19,099 38,425 342.51 -6.5 349.75 342.00 8.220 34,405 351.25 -5 356.00 351.00 827 5,793 362.50 -4.5 357.50 362.00 138 779 398.7 +0.6 398.0 397.0 156 813 381.7 +0.6 383.0 380.2 3.546 9,981 376.2 +0.1 380.0 376.0 38 1,981 376.2 +0.1 - - 6 149 PALLADIUM NYMEX (100 Troy oz.; \$/troy oz.) 148.40 -6.35 152.00 145.00 1,077 4,918 145.40 -5.85 148.50 145.00 127 803 145.90 -6.35 - 105 ■ MAZE CBT (5,000 bu min; cents/56tb bushel) 247.75 -2 248.00 247.00 5.830 18,087
234.50 -2.75 237.50 233.51 14,684 62,928
234.50 -2.75 236.50 233.25 46,510150.343
242.25 -2.75 243.25 241.75 1,844 25,892
248.00 -2.25 248.50 247.25 225 4,584
251.25 -2.5 252.00 250.50 311 8,208 SILVER COMEX (5,000 Troy oz.; Cents/troy oz.) 434.9 +6.4 434.0 430.0 70 237 435.6 +6.3 - - 100 400 438.3 +6.3 439.5 430.5 16,638 65,781 444.5 +6.3 445.0 425.0 1294 14,670 446.3 +6.3 - - 124 450.7 +6.3 450.0 444.5 24 9,426 ■ BARLEY LIFFE (100 tonnes; 2 per tonne) 77.00 +0.75 - -80.00 +1.25 79.05 79.00 81.50 +0.75 - -83.50 +0.75 - -84.75 +0.75 E SOYABEANS CET (5,000thu mit; cents/60th bushe) 779.00 -10 797.00 760.00 3,176 4,488 746.00 -2 749.50 729.00 24,748 33,265 645.25 -5.25 652.25 637.00 4,709 12,687 596.25 -11.25 606.00 593.00 36,446 68,888 -0.24 19.52 19.07 49,504 78,786 600.00 -11.75 605.50 597.00 1,370 13,751 608.25 -11.25 618.50 606.50 1,018 3,679 72,883 141,831 M SOYABEAN OIL CET (60,000fbs: cents/fb) 21.84 -0.22 22.13 21.75 3.574 2.480 21.89 -0.3 22.25 21.81 11.274 24.868 21.97 -0.34 22.33 21.93 2,400 14.403 21.99 -0.34 22.35 21.97 2,778 14.353 22.06 -0.38 22.43 22.06 7,282 41,091 22.21 -0.31 22.50 22.20 65 4,851 28.803 106,578 -0.23 19.80 19.54 1,578 21,742 114,251 408,575 - 18.23 17.85 17.591 45.235 -0.24 18.30 17.96 13.469 65.043 -0.22 18.46 18.14 5,830 16.391 - 18.56 18.32 1,814 8,888 SOYABEAN MEAL CET (100 tons; \$/ton) 260.8 -0.9 263.0 256.5 2,309 7,049 243.8 - 246.0 239.5 11.990 25,079 221.5 203.6 194.3 192.7 -22 223.5 219.3 4.076 17,100 -3.6 206.0 202.0 3,007 13,821 -4.1 199.5 193.5 7,967 36,135 -4 196.0 192.3 384 4,304 POTATOES LIFFE (20 tonnes; £ per tonne) +3.0 +3.0 +3.0 703 13,093 - 1350 1340 - 1280 1275 -2 1317 1310 - 1440 1425 1,253 611 162 1340 1275 220 3.175 Clease 1367 21,214 74,335 PUTURES DATA

1024 7 913 1042 2,089 30,151 1064 1,943 36,363 1084 1,256 45,505 1089 284 19,380 1115 726 5,892 +2 1026 -2 1061 +1 1082 +2 1100 - 1113 Jul Sep Dec Mar May Jul Total E COCOA CSCE (10 tonnes; \$/tonnes) 1580 1609 1656 1684 1684 1563 2 53 1575 3,981 32,919 1627 1,340 22,055 1657 97 21,689 1680 38 10,040 97 21,689 38 10,040 9 1,147 ■ COCOA (ICCO) (SDR's/tonne) Pres. 429 1220.23 E COFFEE LIFFE (5 tonnes; S/tonne) -49 1825 1740 497 1,279
-54 1850 1757 3,740 24,076
-56 1822 1732 1,219 12,331
-51 1782 1722 450 4,155
-58 1740 1985 1112 721
-63 1710 1716 32 45 Jul Sep Nov Jen Max May Total 1756 1722 450 4,156 1685 112 721 1710 32 45 6,051 43,128 COFFEE 'C' CSCE (37,500lbs; cents/lbs) 182.50 -14.50 195.00 182.50 25 518 161.70 -15.35 178.00 160.00 3,858 11,255 148.50 -11.05 190.00 147.50 1,032 5,203 140.50 -8.00 150.00 147.50 340 2,428 138.75 -8.75 139.50 138.55 36 883 134.75 -9.30 145.00 138.05 42 273 M COFFEE (ICO) (US cents/pound) WHITE SUGAR LIFFE (50 tornes; S/tonne) 321.2 +2.0 321.1 319.0 3,001 7,132 314.7 +0.5 315.5 313.9 1,342 8,789 313.3 -0.1 314.0 313.2 140 4,363 314.9 - 315.5 314.7 484 4,363 314.8 - 315.5 314.5 135 257 312.2 +0.9 311.3 311.3 44 848 R SUGAR '11' CSCE (112,000lbs; cents/lbs) 11.06 -0.05 11.20 11.04 8,220 92,750 11.24 -0.01 11.30 11.22 2,435 42,468 11.13 -0.02 11.18 11.12 742 10,105 11.07 -0.02 11.12 11.06 728 4,558 10.98 -0.04 11.05 11.00 81 1,738 Oct May Jul Det Mar Tetal 10.91 -0.04 10.99 10.98 32 687 COTTON NYCE (50,000tbs; cents/lbs) 73.80 -0.34 73.90 73.30 1,776 12,204 74.03 -0.32 74.20 73.40 5,986 43,111 78.35 -0.20 76.40 76.00 74.83 -0.22 74.80 74.60 1.102 EL OPANGE JUICE NYCE (15,000bs; cents/bs) 74.80 +0.95 76.00 73.00 128 175
74.80 +0.40 78.00 73.50 1.659 19,865
77.55 +0.40 79.00 76.50 373 6,524
80.50 +0.40 81,50 79.30 141 2,659
83.85 +0.40 84.25 82.70 37 1,682
86.40 +0.40 - 2 321 2,144 \$1,221 **VOLUME DATA** Open interest and Volume data shown for contracts traded on COMEX, NYMEX, CBT, NYCE, CME, CSCE and IPE Crude Oil are one day in amears, Volume & Open incores INDICES Reuters (Base: 18/9/31 = 100) CRB Fatures (Base: 1967 = 100)

market until lets this month, Mallett & Company report, with miles in most of the main consuming countries either already on holiday or soon to take their annual break. This leaves the trade taking stock or attempting to predict the 1997-98 seiling season. Futures trading in Sydney this week was at a low ebb, with no significant price movements. Wood international stock-olle pricing and seles can provide a lead. ■ GSCI Spot (Base: 1970 = 100) **Jul 9** 182,74 Jul 8 162.78 but here too thore is little to report: prices are virtually unchanged, and disposels last week were inoderate. Meating prices rose arrough in recent weeks, with cross brads following more slowly and only stight fiese at the coarser end. Current demand pat-terns and torrecasts point to ressonable strength ahead, perhaps further rises in due course. -1,976

64.975 +1.225 65,100 63.52510.365 40,388 68.425 +0.6 68.475 67.500 4,335 27,446 70.850 +0.475 70.975 70.075 1,269 14,975 72.775+0.475 73.000 72.000 624 74.700 +0.45 74.850 73.950 384 74.350 +0.25 74.775 73.875 2.152 ■ PORK BELLIES CME (40,000lbs; cents/lbs) 72.290 +1.35 72.650 71.150 **LONDON TRADED OPTIONS** Strike price \$ torus - Calls -- -- Pots --M ALUMBARSA E COPPER 100 79 61 106 133 165 E COFFEE UFFE LONDON SPOT MARKETS E CRUDE OIL FOB (per berrel) \$17.98-8.00 -0.12 \$162-164

\$177-178 \$166-187 III NATURAL GAS Pe (0171) 359 8792 9,300 +0.20 Gold (per troy cz). Silver (per troy cz). Platinum (per troy cz.) \$319.65 434.00c \$396.00 Paladium (per troy 118.0c Lead (US prod.) 45,00c 13,56r Tin (Kusia Lumpun) -0.20 Tin (New York) Cattle (live weight) Sheep (live weight) 99.54p 119.38p 88.05p Lon, day sugar (raw) Lon, day sugar (wie) Barley (Eng. feed) Maize (US Nos Yellon

Ung

59.50n

607.5y 502.5w

193.0 80.80c 421p

Wheat (US Dark North

Rubber (Aug)♥ Rubber (Sep)♥ Rubber (KL RSS No1)

Coconut Oil (Philis Pain Oil (Malay.)S Copra (Philis Soyabeans (US)

Cotton Outlook'A' index Wooltops (64s Super)

wind up again? (6) Knocks out gullible people

CROSSWORD

# No.9,424 Set by ADAMANT

1 Get the money back from firm in pure mix up (6)

those at sea (5) Report on a French confla-gration after midnight (7) in science fiction an objecforce (9) tive woman provided the law enforcement officer (7) 11 They show the ups and downs of the situation (6.4)

13 It adds a certain flavour when detailed account comes round (5) 14 It shows the annual turnover on a day to day basis 16 Dad off with the Italian to

reorganise the plant (8) on the day (5)
20 Editor backtracks for example to get the advantage (4)
21 Chatted vaguely shout men
in the military unit (10)

23 Product of black animal and its young (3-4) found in New York's management of finance (7) 25 in the middle came a new conclusion on the communications industry (6) Stopped on the motorway and got repairs done (6)

I Get up river? And another

3 Not upset at having lost the

5 Distinctive character of 6 A Roman's unfortunate galley slave, perhaps (7) 7 Member of the main rescue 10 Reckon to put actually unfinished alternative into the Church of England (9) Where decisions are take to make clean sweep about new road (9)

15 Naughty Cecily fled, abandoning daughter, for a round of experience (4-5) Charged too much for woollen coat on original debit 19 The queen dug deep to be

trimmed with fur (7) 18 Delivered without charge 21 Letter that led up to the part (5) 22 Newton made arrange-

ments to be called (5) Solution 9,423

المكنا من الاعل

# **GLOBAL CUSTODY**

It is estimated that \$40,000bn of assets is under custody worldwide and the total is likely to grow to \$50,000bn, says William Lewis

# The big get bigger as the sector grows

brunt of tokes about the dullness of their jobs, are now hot property. Theirs is now a overs, product growth and cut-throat price competition.

CAME SAL TIME

W set-aside

ate held ats

Antonio

eta stato unajago y

j. gair Tale of the con-

 $\Gamma^{\mathcal{H}_{\mathcal{A}}} : \underline{\mathcal{A}}_{\mathcal{A},\mathcal{A}} = \mathcal{A}_{\mathcal{A}}$ 

91 <u>121 1132 </u> ;

Section of the grant

erat vertal i

 $\Phi = \{ x_1, x_2, \dots, x_n \}$ 

en frigue a la AM

ر د د د د ت

18 18 cm 18 11

of the late of the

56 garage ......

Alexander of the contract of t

3.97 3 32 2

till and

 $G^{-1}(\mathbb{Z}, \mathbb{R}^{n}) = \mathbb{Z}$ 

N 7747 ...

والمناهب

the form

در بالشيشان

port and the second

PER PAIN

CROSSWORD

G ter Cerriph to Cuba proje

The second of th

tradela Tradela

# Company

into areas far removed from the industry's roots as the safekeeper of clients' securities. Custodians still carry out settlement and safekeeping, but are focusing increasingly on offering clients a range of other value-added services. These include investment accounting, cash management and treasury services, performance measurement and securities

As a result broad definicommonplace. Mr Simon annually, but a turn of just Murray, a partner of Thomas Murray, the global custody consultancy, defines custody as "what happens after the decision to buy or sell securities is taken by the client". Others now use the term Securities Services to describe the industry.

For many of the largest banks and institutions in Europe and the US, it has become an important business, with the constant income stream an attraction as a counterbalance to volatile investment banking earnings. "As far as we are concerned global custody is a business with prospects which we want to be in." says Mr Robert Gartland,

years have had to bear the of Morgan Stanley Services. industry leaders, in many cases responsible for assets worth more than \$1,000bn, multi-trillion-dollar industry have begun to emerge pub-dominated by talk of take- licly as personalities. For example, when Chase Manhattan, the biggest US bank and largest global custody Custody has developed operation with \$3,800bn of assets under custody, announced the resignation of Ms Vivian Banta Eversole, one of the industry's most senior figures, it made headline news.

But alongside the industry's growth has come the issue of managing costs and, in particular, the question of how to cope with clients demanding additional services for no additional fees. The industry's gross revetions of custody are now nues are estimated at \$6bn two basis points on the volume of assets under custody is said to be common.

As institutional shareholders have increased their overseas holdings, custodians have been forced to put systems in place to deal with new markets.

Such demands have led banks to ask themselves whether they are prepared to millions of dollars each year on the technological innovation necessary to keep up with the demands of clients. With margins particularly

low in the core custody functions of record-keeping, settlement and dividend collection, many have answered



process in the global custody industry.

Indeed, the wave of mergers and withdrawals from the business in recent years has led leading custodians to suggest that by the end of keep on spending tens of the decade the industry will be dominated by no more than a handful of very large operators, with a small number of niche competitors in certain geographic regions.

"The number of global custodians is set to reduce to an even smaller number," says Mr Richard Farma, execu-

no, fuelling a consolidation tive vice-president of Chase and head of global investor services. "We will be left with no more than four major custodians globally."

> Mr Gartland of Morgan Stanley, the seventh largest global custodian, agrees. "My own judgment is that in five years' time there are going to be fewer than half a dozen serious global custodians in business," he says.

He argues that the industry's consolidation will be driven as much by intra-custody mergers as by wider

consolidation in the global financial services industry. For example, last year Chase Manhattan Bank and Chemical Bank agreed to merge, bringing together two of the largest banks in the US but also uniting two of the

world's largest global cus-

tody providers.

prepared to pay the cost to

continue as global operators

include Chase, Bank of New

York, State Street and Citi-

bank. This is not to say that

there is no future in the

industry for smaller opera-

tors. As custody moves away

from being just a settlement

and safekeeping business,

to benefit.

"It will be driven as much by further exits from the business as by further consolidation at the more general financial services company level," says Mr

director of operations for Royal Trust Corporation, one of the smaller global custodians.

Analysts say that the trick is to avoid being caught in the middle ground between being a niche and global operator. "Do one or the other but don't get caught spending millions on your systems with little chance of pulling in the necessary level of business in order to exploit the economies of scale available." says one industry analyst.

Those that have decided to pull out include JP Morgan, and Barclays, which sold its global custody business to Morgan Stanley. Outsourcing of custody has also become more common with the Prudential Corporation having agreed to outsource the custody arrangements of its London clients.

Over the past two years Bank of New York has made a string of large custody-related acquisitions, buying the securities processing businesses of JP Morgan, BankAmerica and Wells Fargo.

However, earlier this year a new trend emerged when the Bank of New York made what was perceived in the industry as an aggressive move against a fellow global custodian. In January, the Bank of New York announced that it was seeking regulatory approval to increase its stake in State Street from 4.99 per cent to 9.99 per cent.

State Street specialises in securities processing and global custody, a similar mix of business to Bank of New York's. They are already two of the largest global custodians in the US, and while State Street is insistent that it wants to maintain its independence, analysts say that a merged company could dominate the industry.

niche businesses are likely However, the strategy of expansion by acquisition "If you have a well-manwhich most of the global aged network of sub-custodiaspirants are set on is far ans and you keep close confrom risk-proof. Long-standtact with the client, your ing customers of one custodian can prove difficult to custody can work round his business strategy rather convince that they should

than the other way round," move their business to new says Mr Gary Lloyd Reece, providers.

These problems aside, those that remain in the industry are convinced that the growth prospects are promising. Estimates vary about the size of the industry, but Mr Jurgen Marziniak, global head of custody services for Deutsche Bank, estimates that \$40,000bn of assets is under custody worldwide, including crossborder assets of \$7,000bn. That total could grow to \$50,000bn by 2000, including \$12,000-worth of cross-border

The switch in Europe towards funded pensions together with the continued growth of overseas investment by fund managers in the US and other developed markets, leads to forecasts of rapid growth.

"The sheer volume of international investment is going like crazy. Custody has become more important because there is more invest-ment overseas," said Mr Robert Binney, Citibank's head of worldwide securities business in Europe.

Growth is also likely to come through providing customers with further value-added services. As crossborder securities transactions expand, securities lending and borrowing are seen by custodians as areas of potential growth.

"We are wanting to stay in the back office but also move into the front offices," says Mr Michael Grass, managing director and head of global custody for Morgan Stanley in Europe.

Nevertheless, in the run up to 2000, custodians concede that they are as likely to find their focus switched to more mundane matters.

Regulatory concerns, heightened by the Maxwell pension scandal in the UK, have resulted in new rules for custodians in the UK, while compliance with European and economic monetary union looms as a principal issue for all firms. Making sure that systems are changed adequately will become another expense for custodians to mull over as the industry continues to

WORLDWIDE PROCESSING SERVICES SECURITIES

if you're not convinced we're committed to Custody,

(\$3,000,000,000,000.00) maybe \$3 trillion will change your mind.

lending. All designed to enhance your portfolio and provide even faster, smarter, more meaningful information. Isn't that what you ultimately look for in a custodian? We've got \$3 trillion that says you'll find it at The Bank of New York.



We hold trillions of dollars in custody assets. Earning that trust takes commitment to the future. Because custody is a business of information that depends on rapidly advancing technology to meet demands for accuracy

and timeliness. So we're investing hundreds of millions in the best people and technology. Expanding our network to cover the world. And integrating services like cash maragement foreign exchange performance analytics and securities



EUROPEAN MONETARY UNION . by Michael Prest

# Consolidation accelerator

Emu is likely to increase investment between EU members

Like others in the financial industry, custodians are global head of custody serambivalent about European economic and monetary union. On the one hand, many believe a single currency will open up huge new business opportunities. On the other hand, taking low. A pan-European move advantage of the opportunities will be difficult, and quite a few custodians will

probably fall by the wayside. Emu's main strategic consequence for global custodians will be to accelerate powerful market trends. One is the growth of assets under management. Equity investment is growing more popular in many continental European countries and is likely to become more widespread as the switch to link between the European funded and private pensions

Removing the foreign accentuate that developexchange risk from crossborder investment in

members, especially in equities. Mr Jurgen Marziniak, erosion of barriers between vices for Deutsche Bank, estimates that a third or more of the growth in assets under custody will come from Europe.

Several developments foltowards real time cash settlement is expected. Clients will expect their custodians to provide more value-added services, for example cash management, credit, and pan-European collateral. Mr Robert Rinney, Citibank's head of worldwide securities business in Europe, thinks that remote clearing and remote membership of stock exchanges will be more common. Target, the planned Central Bank and national settlement systems, will

much more of a credit risk the global custody business. market, and knitting the A bigger volume of assets European Union economy tends to mean bigger compamore closely together should nies to look after them. The increase the amount of number of banks and others investment between EU offering global custody has been falling, but the further

EU members is expected to

accelerate the process. Some experts believe that five years from now there will be only a handful of European institutions in the business. Apart from a few big banks such as Deutsche Bank, Paribas, ABN/Amro, and two or three British banks, the survivors could include the national clearing houses such as Deutsche Kassenverein in Germany, Sicovan in France, and Crest in the UK and perhaps the international securities clearing organisations such as Cedel and Euroclear.

This is far from saving. however, that Europeans will dominate the business. The world's biggest economy, with potentially the world's biggest securities market will attract non-European competitors. "US cus-A second, related, trend is todians will attack this mar-

Deutsche Bank.

Mr Jeffrey Smith, a managing director at Chase Manhattan Bank in London, said skills, which can only be his company is one of the delivered by a global securibiggest custodians of European equity assets. Mr Smith said: "We've seen good growth in Europe over the years. We're looking for the European fund managers,

pension funds. Chase employs 700 people at its global processing centre in Bournemouth, England, Similarly, Citibank is concentrating its European time-zone global custody operations in Dublin. point of view." Mr Binney said: "Our principal back office will be in Dublin.'

insurance companies and

investment bank which is the only investment bank left in the global custody business, is also confident of Lloyds Bank Securities Serits ability to compete in

Morgan Stanley's custody business was a natural as registrar for many British extension of its securities privatisations - means that operations, explains Mr it will continue to be a com-Michael Grass, the bank's petitor in Europe. Mr Wathead of global custody for son said: "We have assets handful of truly global custo- ries data for securities, price worth paying.

relates to clients.

First, it reviews the rela-

it provides permanent

forums at which clients may

evaluate the service and ask

This approach has netted

Royal Trust 45 per cent of

Canada's offshore assets. In

seven clients have entrusted

Customer-driven demands

have already led it into tra-

for additional products.

it with US\$110bn.

Europe, turning Europe into towards consolidation within ket," warns Mr Marziniak of Europe. He believes that the emnergence of a truly European securities market will place more of a premium on ties house with a custody tial technology.

The company is proud of its information systems, the heart of any bank's custody business. Mr Dick Taggart, Morean Stanley's head of worldwide, said: "We have a very rich set of informatio we provide for our clients. We're in good shape for Europe from a planning But not everyone accepts

Morgan Stanley, the US nated by a few large organisations. Mr David Watson. director for marketing and business development at vices, argues that the bank's strong base in UK equities as demonstrated by its role

that Emu will result in Euro-

pean custody being domi-



global custody operations Jeffrey Smith (left): good growth in Europe for Chase Manhattan over the years. Dick Yeary (right): his dread is having to run two parallel books, one in the old currencies and one in the euro

vide services."

Indeed, European custodians may well continue to provide stiff competition on their own territory. As Emu breaks down investment barriers between EU members, trading is expected to concentrate in the market with the most liquidity in a particular asset

The implication is that Deutsche Bank will remain powerful in the Frankfurt market, and so on. Emu may local custodians.

Before that stage is

reached, however, Emu will present custodians with some nasty little headaches. Mr Dick Vesey, director for business planning at Lloyds which must be resolved for the bank's systems to be ready for handling securities denominated in euro: the number of working days, market, Paribas in the Paris how to replace identification of assets by currency, the lead to there being only a lack of compatible time-se-

and customers in all 15 EU dians operating in Europe, details of settlement, how countries. We've got to pro- but it will not eliminate redenomination will be done. His dread is having to run two parallel books, one in the old currencies and the other in euro. These annoying details do not in themselves alter the long-term nature of custody in Europe. Bank Security Services, ticks But making sure that off the technical issues systems are changed adequately and in time will be

> For custodians this is the price of staying in the European business. There is no guarantee, however, that the trends which Emu promises to intensify will make the

**YALUE-ADDED PRODUCTS •** by Christine Moir

Competition is leading custodians to offer a wider range of products

One senior international banker in London describes the job of providing safe cusdoing a number of simple things right, on time, every

He prefers to remain anonymous, to discourage clients energised the function. from driving already commodity level. Nor does he want to antagonise his Global custody is a world peers who would resent him apart. In Mr Placido's words: for presenting custody as a mere commodity.

A conciliatory compromise ogy, comes from Mr Jose Placido.

managing director of Global themselves whether it is the technological activity where required. Securities Services at Royal Trust in London (Royal Trust is part of the Royal Bank of Canada and, with US\$640bn of assets under custody, is rated 10th largest global custodian).

Mr Placido accepts that custody had been regarded retail banks, Barclays, quit as a boring backroom functody for clients' assets as tion until a couple of years ago. However, bank consolidation since then has led to the emergence of differing strategies which have re-

> It is still - just - legal for their assets in the office safe. money" - mainly in technol-

worth it and have decided to must then be analysed. This, exit the business. Morgan says Mr Placido, requires last US investment bank to offer global custody, was cat-selling point (USP) is the apulted into the premier league only months ago when one of Britain's richest custody and sold its business to Morgan Stanley.

However, sufficient competition still exists from regional custodians and even leading local houses for all custodians to need to persuade their clients that their shrunken fees down to basic trustees simply to lock up particular approach "adds

> Royal Trust, for instance, attempts to differentiate "You need to invest tons of itself by concentrating on client relationships. Technol- such as forex transactions ogy comes first, of course, to and short-term cash manage-Many banks have asked guarantee the custody. But ment, in multiple currencies

Mr James Economides, managing director of global Stanley, for instance, the dialogue with the client, custody at Citibank, passion-Royal believes its unique ately denies that custody is either simple or a commodity "like the petrol with which I fill up". He is also on detailed way in which it record as saying that Cititionship every quarter. Then bank does not need to add services to add value. The bank already provides all the

services clients need. Nevertheless, Citibank, too, is positioning itself so that clients can clearly differentiate it from other global custodians.

Europe, mainly in the UK, Citibank's USP, argues Mr Economides, is its vertical integration in 100 countries. Everywhere it is committed ditional treasury functions to building a full range of services in house to a common Citibank standard. "We don't want to have to rely on agers' performance claims

the style of a small local provider in a far flung place", he

says. Instead, Citibank ties its custody - and other administrative services - into its branch network, believing that clients will recognise that all services are underpinned by its trading capac-

Only Deutsche Bank, among the large global custodians, says Mr Economides, has the same universal banking aspirations based on branches. Even Chase and State Street, two of the top five custodians, may consider outsourcing some custody operations away from core regions.

Citibank's approach also reveals itself to be different when it comes to the services it partners to custody. Mr Economides first singles out investment perfor-

mance measurement. Man-

against the assets held. But since the New Year Citibank has entered a partnership with Mr Frank Russell, the US-based global measurer. "Frank Russell has the ability to help clients choose consultants and managers which we don't," Mr Economides explains. Compliance monitoring is

next on his list as a service set to grow in popularity. "It is not just about knowing whether the manager is buying gold when the fund is meant to be in energy stocks." Citibank lays claim to a superior technology which would let clients monitor how closely managers comply with mandates and

local rules. Among the large global custodians Mellon Trust (part of Mellon Bank) most openly describes its strategy as adding value. Mr Dan lon's layering clearly adds Wywoda, head of global value to its own group.

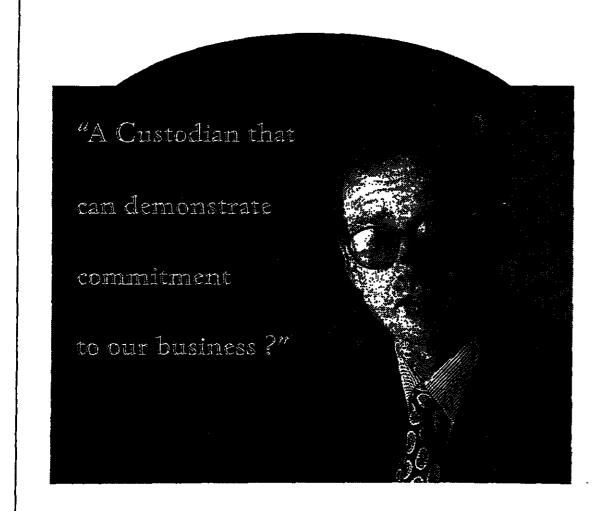
are naturally best checked security services, Europe, calls it "layering". First comes custody, "the basic commodity", then accounting, then investment monitoring to see if investment priorities are being breached.

> At present the services can be called up at the end of each day ready for downloading next morning. Work is under way to see if the ward to the beginning of the day to help prevent unauthorised trades.

To prevent turf wars with actuaries and other consultants. Mellon has recently undertaken joint ventures with, for example, the Bucks Group, a health and benefits administration business. group which has a 300-strong actuarial practice in the UK

With US\$1,300bn in custody or administration, Mel-

Adding to gare



Lloyds Bank Securities Services demonstrates its commitment through:

- Increased market share by acquisition and merger
- Continued investment in advanced technology and specialist staff
- Development of added value facilities
- Tailored services to provide customer prescribed solutions
- An account team and Relationship Manager for every customer

Lloyds Bank Pic. 71 Lombard Street, London EC3P 3BS

Assurance of the financial strength of the Lloyds TSB Group, the UK's 6th largest company

Lloyds Bank Securities Services is committed to be the UK's quality and value for money provider of custody and trusteeship services.

To find out how please call David Watson on 0171-390 2700.



Issued and approved by The Chase Manhattan Bank, which is regulated in the conduct of investment business in the UK by SFA. This announcement appears as a matter of record only.



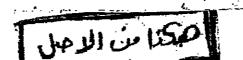
has selected

**Chase Manhattan Bank AG** 

**Global Custodian** 

**German Pension Fund** 







Hdi

KAG

**SUB-CUSTODIANS** • by Christine Moir

# uest for clear rules

Where necessary, most banks prefer to sub-contract custody to local representatives

Only a handful of sub-contract some of the job

are not so well represented. Traditionally, the beneficial owners of the assets or their trustees appoint one group as a master custodian and leave it to farm out elements of the global arrangements to locals as necessary. The precedent is that of correspondent banking.

to local or regional custodi-

In Britain, all went along swimmingly until the UK Pensions Act 1995, which has been coming into force for the past 18 months. Early this year sharp-eyed (some say "hungry-for-business") lawyers noted that the Act said that trustees should be responsible for the appointment of custodians. Did that mean they could no longer delegate the appointment of sub-custodians? Must they personally appoint every

Pragmatism said no. Trustees are not in a position to assess the probity and efficiency of potential local custodians in far-flung corners of the globe. Better to leave it to the master custodians which have built up local networks and are in a better position to carry out due diligence.

At a meeting in March. department of social security (DSS) told industry representatives that it had never been the intention of the original legislation to transfer action directly to trustees, although legally they must be held ultimately

for the newcomer among the industry bodies - the recently created Occupational Pensions Regulatory Authority (Opra). Opra has the task of enforcing pensions law and, as chief executive Ms Caroline Johnston saw it, must "seek to clarify international banks are in a any area of greyness". Opra position to safeguard invest-demanded that the DSS ment assets on a truly global . amend the section in the Act scale. Indeed, only two - to erase the ambiguity that Citibank and Deutsche Bank some had perceived. How- appear to want to do so. ever, it did not intend to pen-The others, even giants such alise anyone who had acted as Chase, Bankers Trust or in good faith and carried out Bank of New York, prefer to proper procedures in following the status quo.

ans where they themselves placed before Mr Frank Field, the new pensions minister, late last month and he is poised to consult the industry on the way ahead. A fortnight into the process the odds are on a victory for pragmatism. Trustees are simply less able to vet subcustodians than the leading international custodian banks.

But there may be another fly in the ointment. The relationship between master and sub-custodians is itself less than transparent. Some master custodians proffer guarantees to their ultimate clients in respect of total custody. Where they appoint truly independent sub-custodians, however, the value of those guarantees is debat-

The National Association of Pension Funds describes most as "not worth the paper they are written on". Either the distance between the two parties means that the one is not in a position to stand as guarantor, or the guarantee is so riddled with exclusions that it has no practical application.

If the sub-custodian - as is often the case - is an associate of the master-custodian, officials from the British then the client will simply look through to the master custodian for any recompense should things go wrong.

Legal authorities in most jurisdictions would be likely to take the same view, something which has given pause for thought among some There the issue would master-custodians hitherto that it is both standardised have rested had it not been comfortable with appointing and automated - is an thinks.



Papers were eventually Dan Wywoda: expects outsourcing to be a 10-year process, driven mostly by funds of more than £300m in size

enh-metodiana It is not yet clear how Opra will react if asked to which would maintain the status quo. Ms Johnston says only that Opra is a reactive rather than pro-active operation which has not, in the three months of its existence, had any sub-custodial problem brought to its atten-

The technical status of sub-custodians and who should appoint them is likely to be resolved in time for the autumn update of the Investment Managers Regulatory Organisation (Imro). All that fund managers seek is a set of clear rules which make it transparent to clients what they should do in a given circumstance.

But there is another aspect of outplacement which is probably intrinsically indistinct. It is the question of whether investment managers should be placing out custody at all. Traditionally, the ultimate

beneficial owners of securities would appoint an investment manager for a fee, part of which would be for ensuring the safe-keeping of those

Many fund managers today insist that custody is part of their core business and should not be sub-contracted. Others believe they are paid to produce superior investment performance and the custody - especially now

profitable distraction. Between the two schools of thought outplacement of custody has not made much headway in the UK. A headline case last year was the decision by Prudential to place out the £45bn of global assets of its London clients. This was a strategic decision designed to lead eventually to all-purpose out-of-house administration with Prudential Portfolio Managers free

investment performance. The beneficiaries were a partnership between Mellon Trust and Midland Bank. with Mellon supplying US custody and the technology to maintain an information overview and Midland offering the comfort of familiar systems for custody elsewhere in the world.

to concentrate solely on

Already the partnership has taken on further administrative functions, such as providing the daily valuations for Prudential's unit trusts. More functions are expected to be won over

The Prudential's lead has not, however, become a trend. Mr Dan Wywoda, Mellon's head of global security and what standards should services for Europe, is unfazed. He expects outplacement to be a 10-year process, driven mostly by funds over £300m in size. Smaller funds, which typically appoint a single balanced manager, will always feel more comfortable keeping custody in house, he

UK REGULATION • by Michael Prest

# Poised in a no-man's-land

City watchdogs detailed rules governing custody

at the end of July

Custodians operating in the UK are poised in a no-man'sland between the introduction at the beginning of June of new regulations governing their business and the publication of detailed rules. expected around the end of

This is the first time that the whole of the UK custody industry has been subject to regulation. Until now, custody services may have been regulated if they were part of a company's business answerable to bodies such as the Investment Management Regulatory Organisation (Imro) or the Securities and Futures Authority (SFA).

For example, the SFA has regarded discretionary securities lending by custodians as an investment activity, somewhat to the annoyance of some in the business. Imro's interest in fund managers could extend to questions of due diligence and best execution by in-house

But wholly separate custody services usually slipped through the cracks between different regulators. The collapse of Barings Bank, the Maxwell pension fund affair, and concern that unregulated continental companies might take advantage of the European passport in the Investment Services Directive to offer custody services in the UK encouraged the City's watchdogs to review the position.

In 1995, the Securities and Investments Board published a consultative paper on whether custody should be an authorised activity apply to the industry. The have been identified. Treesury issued a consultation document last year, and the government agreed that custody should become an authorisable business under the Financial Services Act. The amendments to the act

is huge, with perhaps £900bn in UK assets, and custodians are due to publish have generally welcomed the change, which they basically regard as tidying up the regulatory regime and reducing anomalies. Mr David Watson, director for marketing and business development at Lloyds Bank Securities Services, said: "We approve of regulation of this business. It raises the status of the custody industry."

In essence, the law now says that it will be an offence for a custodian not to be authorised and not to conduct business according to the rules of the regulatory body concerned. This will be either Imro or the SFA, depending on the exact nature of the services offered by the custodian. At Citibank, for example, trustees of unit trusts fall under Imro while custodians which are part of the bank might be

under the SFA. The regulators' policy is to adapt the broad principles in their rule books to custody. Familiar tenets such as knowing the customer will apply, as will some basic operating norms such as clear segregation of asset ownership, proper record keeping, security (whether of paper or dematerialised assets), reliable reconciliation, and full reporting to

customers. Mr John Morris, who heads Citibank's UK trustee business, says: "What is likely to be required would generally form best practice among major practitioners in the business.

Here, however, is the problem. Although the process has taken two years, many custodians will want to study the fine print of the SFA and Imro rules when they are published around the end of July to see exactly how they will apply to their business. Several concerns

One is regulatory overlap. It is in theory possible that the same asset could be subject to dual or even triple regulation. This could cause conflicting or different demands to be made on cus-



David Watson: 'we approve of regulation of this business, it raises the status of the custody industry

have to produce reconciliations for customers every month while an SFA member will only have to pro-

Beyond that kind of detail is a more far-reaching question of how the "know-yourcustomer" principle can operate in practice. It is very likely that the rules will require custodians to advise their customers of the risks of doing business in overseas markets. But custodians fear that no amount of disclosure can cover all the dangers inherent in some of the more exotic emerging markets which are increasingly popular among investors.

The upshot might be that more risk is pushed down the chain, away from the investor towards the custodian. This trend is already evident, and custodians have no wish to strengthen it. If custodians are exposed to such problems as settlement and execution in unreliable places, central banks and other regulators may demand that more capital be put up against those risks. Indeed, capital adequacy pro-

rules. A related issue for some custodians is where jurisdiction ends. It is all very well, they argue, for the regulators to require risk disclosure from custodians, but what power do either the regulators or the custodians have to enforce suitable

visions appear in the draft

are well aware of these issues. Discussions are going on behind the scenes between the different regulators and leading market participants to iron out as many creases as possible. Trying to reach a consensus on the purpose of reconciliation, and therefore of how frequent it need be, is one example. Some big custodians are unhappy at the prospect of having to register each lendable pool of assets in a separate nominee name. thought to the distribution

Regulators also say that they are giving a lot of of risk among investors, fund managers, trustees and custodians. They accept that there is potential for conflict tions and national market differences which make full disclosure of all risks unrealistic. The rules are likely to be interpreted with considerable discretion.

Most custodians feel that already removed most of the worst stumbling blocks. There is some worry about the cost of compliance, particularly of staff training and changing all the legal documentation such as agreements with customers. But there are not many companies for whom custody regulation will be novel, and most of them will be able to afford it.

Custody seems to be a rare instance of the extension of

# Global Custody



# Which global custodian was rated\* Number One by the fund management industry?

Not surprisingly, Pictet & Cie - the Swiss bank with two centuries of experience in cross-border investment and custody services. And which today provides investors with ready access to 80 markets worldwide. Pictet & Cie is a private partnership committed to long-term objectives rather than short-term profits. With a team of 900 banking professionals who take pride in providing a personal, responsive service. Whose aim, above all, is to be Number One in terms of satisfied clients.



Geneva . Hong Kong . London . Luxembourg . Montreal . Nassau . Singapore . Tokyo . Zurich For more information, please call Mr. Richard Humes at (+41 22) 705.24.99



# David Cowan interviews leading executives in the world of custody responsible for multi-billion-dollar transactions

# Four star performers

### Terry McCaughey

### Midland Securities Services

Mr Terry McCaughey, director Midland Securities Services (MSS), London, joined the company in January 1993 from HSBC in Hong Kong, where he headed the group's securities services division. Before that, Mr McCaughey was with HSBC in Australia and his native New Zealand.

His task was to turn around a somewhat moribund custody business at MSS into the leading UK operator. Mr McCaughey argues that the task took less time than expected. "We've achieved in three years what we set out to do in 1993 as part of a five-year plan, and that has come from generic growth, not by acquiring other people's business, but by building the relationships ourselves

In that period, Midland has raised its funds under administration from the £40bn level to the £250bn level. This was helped along by some large client wins, most notably the joint win with Mellon Bank of the \$47bn Prudential Portfolio Managers business.

Mr McCaughey notes: "What is pleasing is the recognition we have gained from the market about what we have achieved. If you look at the matrix of custody provision, we want to dominate domestic custody for domestic clients and domestic custody for foreign clients. We also want to be a large operator in foreign custody for domestic clients. What we don't want to do is provide foreign custody for foreign cli-

Mr McCaughey sees the US providers as his main competitors, "Most US providers want to do foreign custody for foreign clients, and they are foreign purely by definition of having a base in London. I have some competitive advantages against the US providers. because they drive on the wrong side of the road, and they don't always provide what the customer wants. They need to tailor their services.'

Given his background in HSBC. investment banking and commercial banking, it seemed natural that Mr McCaughey should come into MSS and give it a sense of direction following

the HSBC link-up. He explains: "I came into this business because I wanted a hands-on involvement with the commercial changed. I accentuate focus, strong leadership, clear objectives, not doing things because others are, not buying anything, and, putting a strong orientation on people. The prerequisite for success is people focus.

### David Dunlop

### Royal Trust

Mr David Dunlop handles Royal Trust as a niche player in the custody market. He qualifies this by musing that, arguably, "we may become in time a global global custodian".

Mr Dunlop worked at Procter & Gamble and National Trust in Canada before joining Royal Trust. When Royal Trust was acquired by Royal Bank of Canada Mr Dunlop moved into the global securities services unit, with a remit to whip the business into shape.

Under his leadership, Royal Trust's corporate and institutional custody services have grown from C\$30bn (US\$21.50bn) in 1986 to C\$550bn today. Further growth came from the acquisi-tion of the Toronto Dominion Bank business in 1996 and the Bank of Novia Scotia/Montreal Trust corporate custody earlier this year.

We're a bit of a new boy. It was only in 1993 we were formed out of Royal Bank and Royal Trust. If you think about it, in two to three years of integration we've been able to pick up some high quality business. To do that you need to use a lot of shoe leather," observes Mr Dunlop.

Between them Royal Trust and Canada Trust control 70 per cent of Canadian pension assets, but unlike the latter, Royal Trust has a global agent bank network, thus making it the only purely Canadian choice, something Mr Dunlop is keen to emphasise. However, the network is used to offer a niche service to more than just the Canadian constituency.

"We serve a niche, and have been winning much business recently in Europe. There are a lot of clients with good bits of business out there, who want a competitive and personalised service. They are nervous of being sucked into a \$3,000bn portfolio, and into a sea of uncertainty and lack of attention. We typically service client portfolios in the range of \$100m to \$2bn to \$3bn. We know what we can do and what we can't do."

He expects to see a shake-out among



will be increases in cross-border investment, pension funds and emerging markets which will add to the complexity in providing good custody. These are the elements he has already factored into his strategy. "We serve 72 markets with five in the pipeline, and within the next two years I see that increasing to 90 or 100."

### André Lussi

### Cedel Bank

The much talked about process of commoditisation has led to custodians passing on more tasks to the domestic and international central securities depositories. This is especially true in the case of Cedel Bank, the Luxembourg-based clearing bank which has long been regarded as a "custodian to

the custodians". That role has been continually changing, often not in the smoothest of transitions, as the international clearer addresses new market trends and chases the elusive broker/dealers. where their rivals in Brussels have traditionally been strongest. Mr André

the big operators, arguing that there Switzerland (UBS), became chief execu-

tive officer of Cedel Bank in 1989. A significant shift occurred when the old Cedel became a bank on January 1. 1995, raising a few evebrows in custody circles. Mr Lussi notes: "There were suspicions when we became a bank that we would compete with our shareholders, but we have not done so.'

This was not the first time Mr Lussi had been the object of suspicion. Since taking over at Cedel he has consistently implemented change to make the organisation a competitive force in clearing, settlement and custody.

His management style is a tough one, and this has been exhibited in the changes he has introduced over the years. "I view the changes I have made as positive ones. When you start something you finish it, and you don't give up when you encounter opposition. That is what drives me. I like to finish what I start."

He explains: "Two things appealed to me about Cedel First, the entrepreneurial aspects, and second, the task of adapting Cedel to a new environment, and the key role clearing houses were going to play in the future."

He adds: "Increased competition, unwinding government debt, creating Lussi, who was with the Union Bank of jobs and reducing pension liabilities in September 1995 as division execumore consolidation."

create challenges for national and international markets. These are the trends driving custody, and our role is to support proactively custodians and brokers as national capital markets

restructure."

He suggests that in many ways Cedel Bank can be compared to a global custodian, but is still seen as differentiated. Tirst, we do not keep securities in our own vaults. We have no vaults, so we use the best custodian banks. including the global custodians and the central securities depositories. Second, we use correspondent banks for the

various currencies in which we settle." Under Mr Lussi's management Cedel Bank has continually changed, and added new services, not always accepted with universal approval, but he concludes: "We are trying very hard to prepare ourselves by making radical changes, and will continue to do so."

### Sandy Jaffee

### Citibank

After starting out as a career banker at Citibank and leaving for pastures new,

tive, worldwide securities services. with a mandate to give its global custody unit a stronger sense of customer service and cohesion across the worldwide network.

"Citibank was always pre-eminent in cross-border services," she notes, but there was an understanding that customers wanted more global consistency, and there were already a lot of terrific things under way at the time I came in.

Having an awareness internally upon which to build Ms Jaffee set about the task of articulating strategy. She explains: "There are three things to deliver - excellent execution, global consistency and local market expertise. You have to wrap these three elements together, because this is what clients are looking for. You have to spend time with the clients. The product must look, touch and feel the same way for clients."

Turning to the world outside Ms Jaffee recognised that it was a consolidat-ing market, and Citibank had to incorporate changes in the global custody business into their strategy. She believes that the conditions clients now face are tailor-made for Citibank.

These are very good times for any one in the business. The trend driving the custody business is cross-border asset growth. This is the key driver, a greater globalisation of investment patterns. Clients are looking at countries, at regions, but they are looking at these in the context of the total global

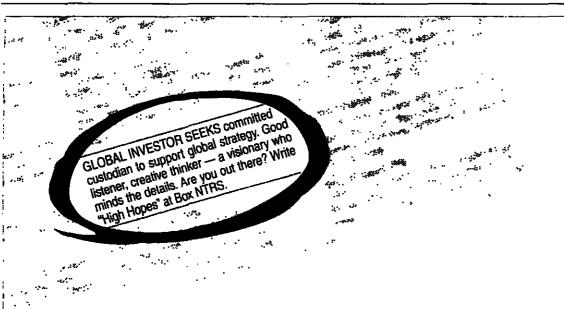
Ms Jaffee defines Citibank's strength in terms of market penetration and knowledge of the many markets in which the bank operates, and has developed a strategy to leverage those strengths. The secret was to bring a rationalisation to the existing Citibank network, and she did this by using a very personal style.

She explains: "Two experiences influence my style. The first was working in the consulting business. I like to be very consultative and take a team approach. The second was in working with the Citibank operating group. I am a very hands-on person, it's not enough to know the strategy, you need to know the details.

old great

"Every Friday morning I have a conference call with my people around the globe to do service reviews, wherever I am, even on vacation."

The threat which some of the bigger operators face is seen by Ms Jaffee as an opportunity for Citibank, due to the scale of its network. "There is a consolidation of the industry, this is a scaleable business. Yields are going down, prices are going down, and so the unit costs are lowered in scale. The required investment in people and scale is very high, and projects like the year 2000 and the euro also need funding. You Ms Sandy Jaffee returned to Citibank will continue to see in this industry



# Think the pickings are getting slim? Hold on to your dreams.

There's one global custodian that can give you what you want out of a relationship. Commitment. Communication. Creativity.

And not least of all - Capability. No matter where you invest. Northern Trust delivers:

- GLOBAL coverage, through regional offices and subcustodians
- GLOBAL 24-hour securities lending in 34 markets.
- dealing rooms in Singapore. London, and Chicago, and GLOBAL risk monitoring and exposure management tools.

GLOBAL 24-hour foreign exchange in 74 currencies through

But enough about us - let's talk about you. We'll take the time to get to know the real you - what your objectives are, and how they best can be achieved. Then we'll deliver customised solutions that

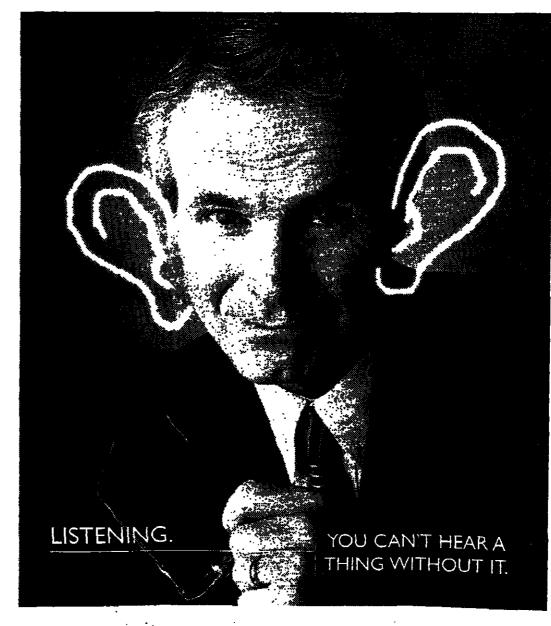
Think this relationship could work? Contact Penelope Biggs. 44.171.982.5311, pb9@ntrs.com. Or visit our web site at http://www.northerntrust.com.

feel so right, you'll wonder what life was like before we met.

## **Northern Trust** Master SOURCE"

INTEGRATED SOLUTIONS FROM ONE TRUSTED SOURCE

Global Custody, Securities Lending, Foreign Exchange, Investment, Risk and Performance Solutions London - Chicago - New York - Decreit - Toronto - Grand Cayman - Hung Kong - Singapon

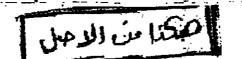


Listening to clients is critical. Each client, after all, faces unique challenges. Whatever your needs - improved operational efficiency, timely information, more responsive service - Royal Trust will listen and work with you to deliver a global securities solution that's uniquely right.

Listening to our clients has won us international recognition. Global fund managers recently rated Royal Trust \*2 in the world for global custody (Global Investor, May 1997), and our emerging market network was ranked "1 (GSCS Benchmarks, 1997 Annual Review). In 1996. Global Custodian honoured us for outstanding client service to pension funds.

Enough talking. We're listening.







PROFITABILITY • by Michael Prest

## Fees grow as assets pile up

While banks like custody because its income is are not assured

If you ask global custodians why they persist with the business, they will wax lyrical about the scope for growth, the joys of predictable fee income, and the relative absence of capital constraints. But ask them why, if business is so good, global custodians are a dwindling band, and you will get a less fulsome answer.

It is easy to see why global custody should be profitable in theory. Mr Jurgen Marziniak, global head of custody services for Deutsche Bank, estimates that a mind-boggling \$40,000bn of assets is under custody worldwide. That total could grow to \$50,000bn by 2000. Of the present total, cross-border assets account for \$7,000bn. which might be \$12,000bn by the turn of the century.

Increasing wealth, especially in Asia, the switch in funding of pensions, and the search by fund managers -

investment opportunities lie makes few demands on capibusiness.

predictable, profits international investment is belong to someone else. because there is more investment overseas," said Mr tak said: "Custody is a bank- in information technology Robert Binney, Citibank's ing business. We need to business in Europe.

As the assets pile up, so tody is a fee business and the volume of fees is related to the volume of business, albeit on a sliding scale. Mr Jeffrey Smith, a managing director at the Chase Manhattan Bank in London, said: There are economies of scale in this business."

Banks also like custody because its income is predictable compared with the ups and downs of investment banking or securities dealing. Custody often involves long-term relationships with clients. Mr David Watson, director for marketing and business development at Lloyds Bank Securities Services, said: "There's Europe towards personal an annuity element to this business.

In addition, as Mr Marzinnotably in the US - for new tak points out, custody shows no sign of stopping.

behind the forecasts for tal because the bank's exporapid growth in the custody sure is very limited. The whole point, after all, is that "The sheer volume of the assets under custody going like crazy. Custody Banks also feel that custody has become more important is a natural extension of their activities. Mr Marzininvesting in third countries."

But profits are not assured should the revenues. Cus- in custody. Several big presence around the world. names - NatWest, Barclays, Union Bank of Switzerland have retired from the business in recent years. Margins are low in the core cusfunctions of tody record-keeping, settlement rather than the bank's own and dividend collection precisely because it is such a high volume undertaking. At heart, custody is a commod-

> Calling it an information business does not necessarily improve profits. Mr Dick Taggart, head of Morgan Stanley global custody operations worldwide, the US investment bank, said: "We're in the information business here." Yet, as analysts point out, the price of information, driven by technology, is falling fast and

Conversely, the costs of staying in custody are high. wafer-thin. The industry's Investing in information systems is crucial. Mr Watson estimates that Lloyds just two basis points on the Securities Services spends 35 volume of assets under cusper cent of its annual gross income on technology. Citibank expects to invest \$120m for custody alone this year. head of worldwide securities support our customers Nor does the investment corporate target is a 20 per stop there. Global custody by definition demands a The leading banks in the business offer to service customers in about 70 countries, which is not cheap even if

> Moreover, custody is not free of risk - partly because settlement and other services are offered in so many countries. According to industry estimates, the average settlement success rate is 88 per cent. That might sound high until one remembers that failure can leave the custodian picking up the bill, not to mention soothing a disgruntled customer. Some critics are scathing about the inefficiency of custody, for all the huge outlays

> through sub-custodians

tody is common. Deutsche Bank claims to make nearer 5 basis points on the \$500bu to \$600bn of assets under custody. Morgan Stanley's cent return on capital, which it says is more than achieved in its custody business.

حيكنا من الاعل

Global custody is more profitable than domestic business, although controlling a big custody pool at the links are frequently home is crucial to the success of the US market leaders. All admit, bowever, that the only way to make money in global custody and to stay in the business for the long term is to find ways of adding value to core activities. This means providing

new services.

Top of the list for compa nies such as Deutsche Bank, which is trying to build global custody as part of its ambition to be a fully universal bank, is securities lending and borrowing. As are performance measurecross-border securities transactions expand and pressure rate information. The trick increases on investors to is tailoring the information make their capital work to what the customer wants. driving the expansion of have to work hard.



harder, lending and borrowing is booming. For a handful of custodians such as Morgan Stanley it is valuable for their arbitrage busi-

Among the other value-added services which custodians are trying to provide ment, accounting and corpo-

expanding out of its traditional den in the back office. Mr Watson of Lloyds Securities Services said: "We're trying to move the business the middle and front office

This migration is a natural response to the changes demanded by the big professional investors who are

In effect, global custody is global custody. "We're focusing on the more sophisticated investor," said Mr Smith at Chase Manhattan. But so is almost everyone else. Even if the number of more and more forward into truly global custodians shrinks to perhaps only a dozen over the next 10 or 15 years competition will remain fierce. Global custodians may be making profits, but they will continue to

## Old grey lady of LaSalle St

Northern Trust Company's operates in 71 countries, global custodian business is and services more than not among the largest in 1,000 fund managers. the US in terms of assets. The bank's international but the Chicago-based bank assets have been expanding has earned a niche in the at a rate of 37 per cent custody industry by com- annually; compared to bining a long tradition of overall asset growth of 17 personal service with cut to 22 per cent.

ting edge technology. tody business consolidates, safekeeping duties a decade and many smaller opera ago into moviding informa-tors are leaving the field, thou services, obtaining Northern is investing data from its customers aggressively in technology, asset bases to supply a and making a distinct, if range of reports to help gradual, migration into them make investment consulting and other advidecisions. That led to techsory services related to the nical upgrades that allowed ment and potatoes of asset the bank to offer clients safekeeping. Trust; invest- sophisticated portfolio evalment, accounting, and uation and risk and perforincreasingly, risk manage-mance analysis. ment services round out Northern's business.

ness until you have your guidelines.

first loss in a corporate Northern rushed to action - then its a complex; update its software to offer. detail-oriented business."

of LaSaile Street" currently

industry glants such as annually to digrade its State Street Bank and technology. Chase Manhattan, its office Northern executives say get you the right product an institution that employs mix to make you profitable. a number of fund managers. It doesn't matter that you to make sure its portfolio have \$10hn in assets. We stays in balance as markets won't take you on just to gyrate globally.

inflate our asset numbers. That philosophy has revenues come from the pages.
based rather than interest. The potential to capture return on equity was also close to 16 per cent.

lies. Northern had the pro-investment and perfor-fessional trust expertise mance guidelines. and accounting systems in place in 1974 to take full advantage of changes in US is diversifying and growing pension laws that allowed its retirement services busicorporations to set up mas- ness, looking toward a time

and investments. At that time, Northern may need investment had \$3.6bn in assets image advice and accounting. views continued interna manager tional expansion as a key to its growth. The bank

Northern has evolved Even as the global cust from performing simple

ings, the Maxwell affair, We want to have deep and similar supervisory multi-product relationships failures in the investment with clients," said Mr Ste- world. Northern found as ven Fradkin, senior clients urgently seeking vice president of corporate real-time tools to evaluate and institutional services investment managers and at Northern. I would say make sure they were conthis is a commodity bust plying with investment

investment monitoring ser-Northern, known in Chi- vices, last year introducing cago as the "Old grey lady a product called Alerts. The software, run on workstathas \$816bn in total assets ions provided by Northern under administration. It as part of its regular cusranked 14th in terms of tody services, can be proassets in a recent survey of grammed by clients to global custodians by the monitor a variety of paramindustry publication, Insti-tutional Investor. opment was part of the While far smaller than \$100m Northern invests

cers note that size is not. Alerts can be programmed everything. "Our focus is to catch a "closet" indexer, on profitability," says Mr. screen out particular types Fradkin. "If you're a big of investments, such as pension fund and we can't derivatives, or simply allow

Alerts can present a com-pliance report in the cal helped Northern to nine ent's terminal each more-consecutive years of record ing, or send an e-mail earnings. Having long ago message each time a profocused its activities on its grammed parameter is trust and custody business, breached, or even sand a 85 per cent of Northern's message to a manager's

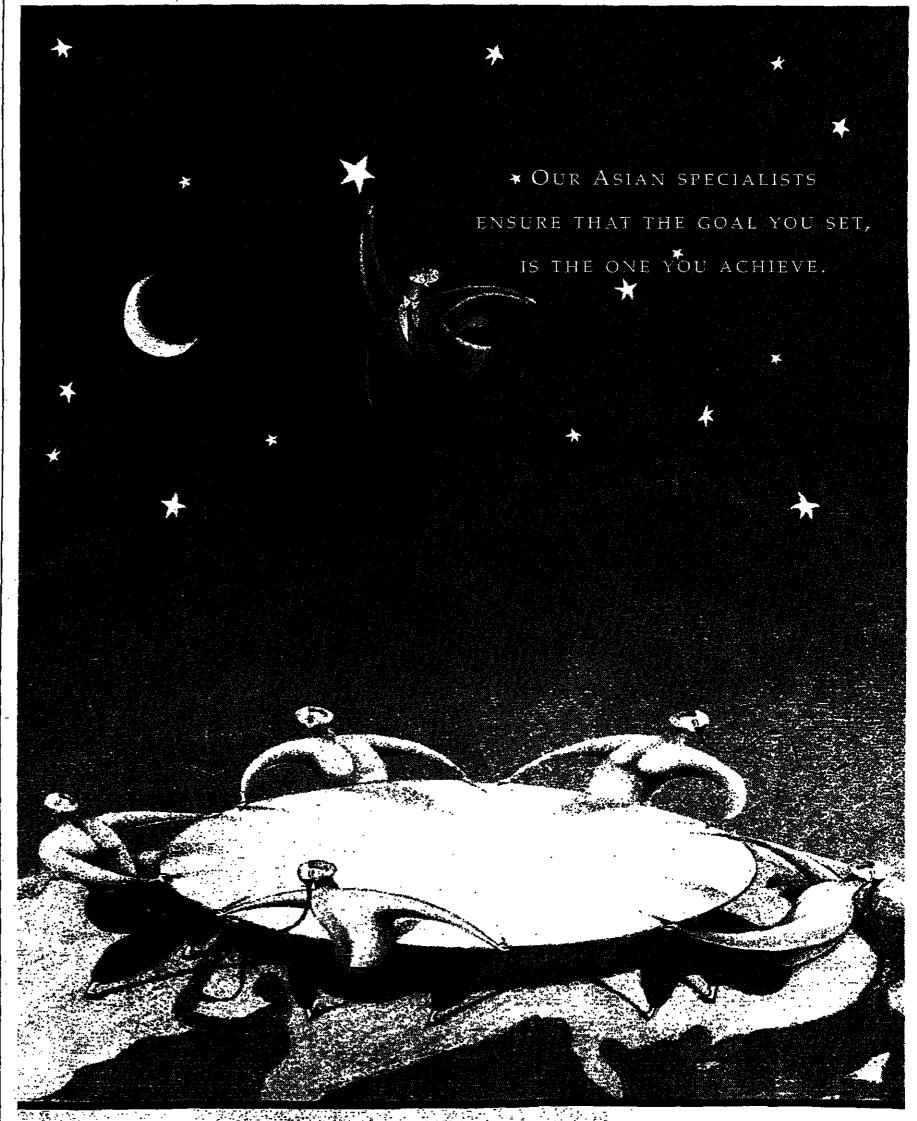
income Last year North so much information in ern's net income grew 18 such a short time has creper cent to \$258.8m while afed more business for Northern - its staff increasingly are advising clients Started more than a cen- on how best to use its risk tury ago as a bank catering management took and conto wealthy Chicago fami- suits with them on setting

. In addition to its international expansion, Northern ter trusts to oversee all of when the pension fund their retirement obligations assets it administers will be and investments.

paid to individuals who

administration. That figure The bank is also seeking swelled as the bank added to widen its own role in public and private pension managing money. Northern funds, mutual funds and has about \$196bn under foundations and endow management but aims to ments to its client list. That become a much larger list is global, and Northern global multi-asset class

Laurie Morse



When pursuing a goal, timing is of the essence. That's why our custody and clearing experts supply information quickly and accurately freeing you to make the right financial decisions.

So rest easy, because in choosing this partnership, you've promptly put your goals within reach.

Standard & Chartered **EQUITOR** 

ISO 9002 QUALITY ASSURED IN: HONG KONG . SINGAPORE . JAPAN . MALAYSIA . SOUTH KOREA . TAIWAN . INDIA . PHILIPPINES . SRI LANKA . THAILAND STANDARD CHARTERED BANK IN THE UK IS REGULATED BY IMPO AND SFA IN THE CONDUCT OF ITS INVESTMENT BUSINESS.

# Art of playing it safe

Many other services have been added to the core business of global custodians

complicated business. Yet then the instructions are the basic idea is quite simthe basic idea is quite sim-ple. "The core definition," sets of instructions are match the clearing informasays Mr Simon Murray, a needed because the custo- tion it receives from the partner of Thomas Murray, the global custody consultancy, "is settlement and that role is handled by the safekeeping. It's what hap-client's broker network. pens after the decision to in communicating with its buy or sell securities is taken by the client."

A global custodian performs settlement and safekeeping, along with other Swift communications netbasic services and sometimes additional so-called value-added services, in many markets around the world. Actual custody practices in each market will difglobal custody business is its alised). If the trade is a sale, fer, but a global custodian oversees a network of either agent banks or sub-custodians to handle settlement and safekeeping within each market. A global custodian be available at the approprimay or may not handle ate time should a client wish thement data flows back up ing system, or into that of an tody business. So it is not domestic custody for the to buy a security. In the case the chain from the local external provider should a surprising that the fees for same client in its home mar-

Starting from the top

diagram, the client - invest- sary. ment manager, bank, or central bank - makes the decision to buy or sell a security.

transmitted first to the broker, which confirms that the instructions are correct and dian does not actually perform the purchase or sale:

custodian, the client may use a network proprietary to the bank custodian, fax or telex, or he may use the work, which is fast becoming the standard for transinstructions worldwide.

The heart of a bank's global custody co-reprocessing unit - a computer network. From here, the global custodian sets in train all the steps that allow cash to of a transaction in a differ-

left-hand corner of the flow exchange expertise, if neces-

The trade instructions are custodian in preparation for Instructions to this effect are settlement of the trade. the trade if it also uses a workstation gives you feedclearing agent with the trade instructions received from the client. At this point the trade settles, if the instructions can be matched.

then the newly bought secu- additional service, investrity is either transferred to the vault (if it is a physical certificate) or switched electronically to the client's received by the client at his account in the depository (if mitting security transfer the market no longer uses physical certificates and is deemed to be "dematerithen the certificate is transfered to the new owner or be prepared. Additionally, removed from the client's the trade information can be account at the depository.

If this trade is a purchase,

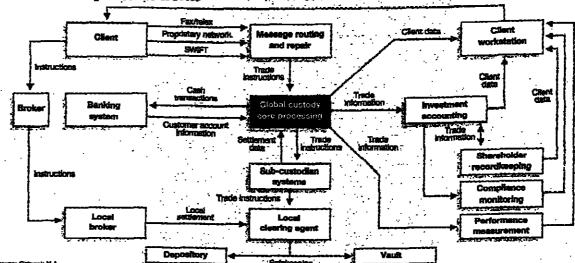
Once this procedure is completed successfully, setclearing agent to the sub- client require this service. this service are based on ent currency, a global custo- custodian to the core pro- Compliance reporting in this dian will provide the foreign cessing centre. Clients are context usually means some ally, global custodians share register of the com-

settlement of trade directly, then passed on to the sub- to a client's workstation. "The client workstation is a focal point in the process, Depending on the rules says Mr James Economides within a particular market, managing director of global the sub-custodian will clear custody at Citibank, "The

back that the trade has occurred and allows the client to know what is happening to the trade and to his cash balance." If the client is, say, a mutual fund or pension fund, then the global custo dian may provide, as an

ment accounting. At the

same time that the trade settlement information is workstation, the same information will be received by the global custodian's investment accounting system to enable shareholder reports and/or compliance reports to fed into the global custodian's performance measurement or compliance reportGlobal custody: how it works



tracking feature to make sure that, say, a pension fund's investment managers are sticking to their mandate. Performance measurement tracks the performance of the investment manager relative to the benchmark agreed with the client.

The process of settling a trade and the ongoing need for security safekeeping form the heart of the custody business. So it is not these two elements. Gener-

charge a flat fee per transac-tion, which varies depending of information on corporate on the country involved. And they charge a safekeeping fee of a certain number of basis points, which is charged as a percentage of the value of the assets under

safekeeping. In this fee package certain additional services are included free of charge. These include the collection of dividends on stocks and income on bonds and tax reclamation, the registration of a client's shares on the

actions, such as mergers and arrangements for proxy voting where possible. In some markets and with some custodians, there will be an additional charge for proxy voting, because some custo- istration services to unit dians outsource this service trust companies.

to specialist providers. Global custodians provide additional services for an extra charge. These include stock lending, investment accounting and pricing, performance measurement, futures clearing and admin-

**CENTRAL EUROPE** • by Margaret Morris

## Top emerging market

Until recently custodians try as a result of the curpointed to the emerging mar- rency turnoil. kets of Asia as the source of the greatest growth in busi- securities payment and ness and the greatest chal- transfer system called Unilenge. But now this crown vic, which has been up and has been stolen by central and eastern Europe.

"I think it is fair to say that these markets will pro-Citibank.

The countries with the and the Czech Republic. Rus-Romania is the latest market

todians active in the area. Each of these markets is essentially a different case. : Although it is one of the most efficient markets in this area, the custodian role has never been clearly defined and that makes settlement less smooth than it could be. A new law passed by the Polish parliament and awaiting senate and presidential approval will help erase some of the kinks in the system, if it is enacted in

its present form. At present, the title to shares cannot be held outside the country. As a result, national brokers set up mirror nominee or omnibus accounts for foreign inves-

And functionally brokerage and custody are done simultaneously, rather than following normal market practice where trade instructions precede settlement instructions. These anomalies mean that the sale of securities actually occurs, with title changing hands, before the custodian has the ability to check that the trade has been executed cor-

If the market had a higher fail rate, it would be impossible. "It's a safety mechanism," says Mr Paul Hedges, director of network manage-ment for global securities services at Royal Trust of Canada. "At the point of trade the position is locked

Although Poland has a fully operating and dematerialised central depository, trade cannot be settled with out the broker putting up 30 per cent of the value of the transaction in blocked cash or equity collateral.

Hungary: The main issue in Hungary continues to be the strength of the local depository, Keler. Until recently, only the local brokers used Keler for safekeeping. Global banks such as Citibank preferred to keep their Hungarian shares in custody in physical form elsewhere. But the depository is much improved in the last year.

The challenge for Hungary is to move to a dematerialised environment, jettisoning the physical transfer of

share certificates. Czech Republic: The Czech Republic has presented headaches to investors and custo-Because of a run on the koruna, which had been tied to a basket of convertible carrencies, the government had to technically devalue and unhitch the koruna. As are long-term operators, funds in or out of the coun-

There is a centralised running for a year or so. This process works quite efficiently for trades settled on the Prague Stock vide the biggest challenge in Exchange. The only problem terms of growth over the is that because of an enornext five years," says Mr mous stamp duty of 10 per Ranjit Chatterjee, market cent for these trades, most manager for Europe, the activity takes place offshore. Middle East and Africa at Russia: Russia is the troublemaker market in this region, though all operators most developed infrastruc- in the area give the governture are Poland, Hungary ment credit for trying to smooth out the huge custosia is the focus of most dial problems. Custody of investor interest while fixed income instruments that can be held by foreignto open for most global cusers - MinFins and GKOs - is simple; these bonds are held in dematerialised form by MICEX (GKOs) or in physical form by Vneshtorg Bank (MinFins). Equities are the difficult instruments.

LAPASEY

15年,三年66

----

Russia has no physical share certificates for stocks that can be transferred in the normal manner. The only evidence of purchase is the entry in the share register held by a company's share registrar. When the vast bureaucracy of Soviet Russia was privatised, share registrars sprang into business, generally down the road from the new corporate headquarters. Mr Nick Orchard, custody manager for Credit Suisse First Boston in Moscow, says: "There are registrars all over the country in every one of 11 time zones, though there is a movement by companies to since the government required registrars to be licensed.

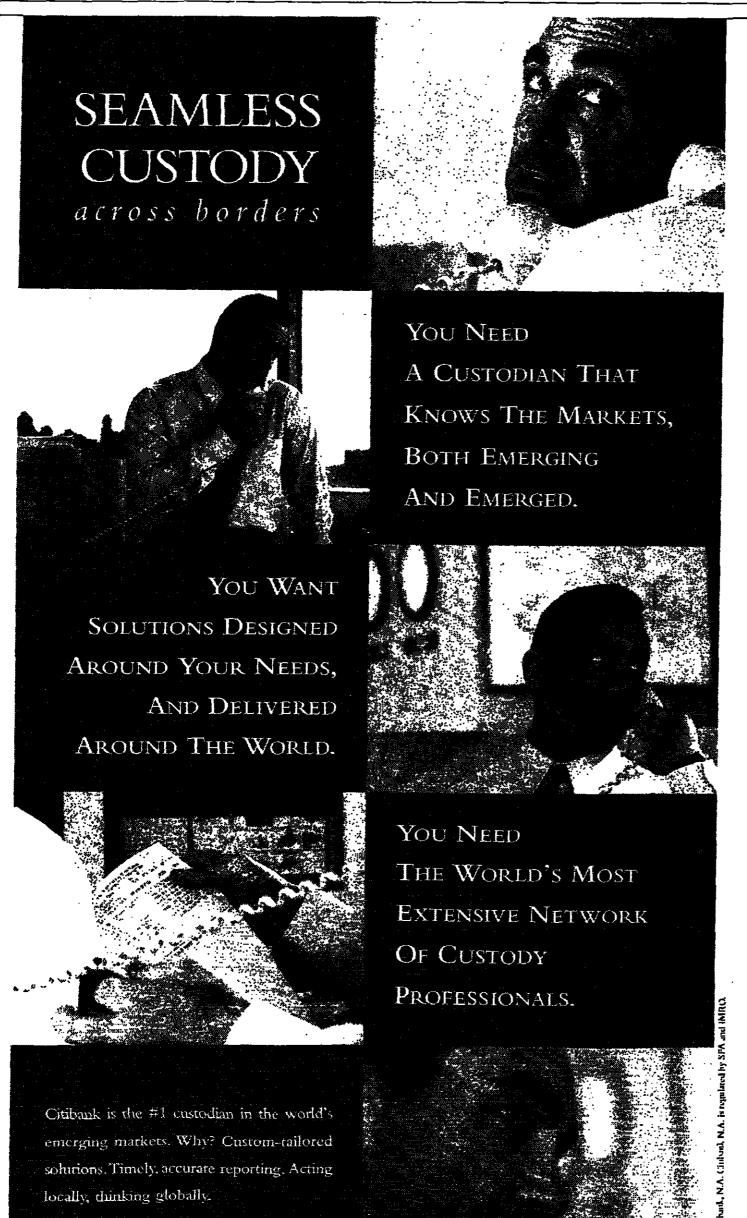
Settlement is, not surpris-ingly, a very length process, requiring representatives of the custodian to travel in person to the registrar to effect transfer of title.

Romania: Romania is the new kid on the block. The Bucharest stock market chose a fully automated securities processing system based on the US electronic market Nasdaq. It is a good system - for brokers. "The system is a bit worrying for custodians," says Mr Giles Elliott, vice-president, GIS network management for Chase Manhattan Bank. "All activity has to go through brokers, so foreign investors using custodians need to preadvise trades and they hate pre-advice because it tips their hand as to what they are doing."

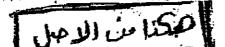
Mr Elliott says that Chase among others is working with the government and the stock exchange to make the process work more smoothly.

Capital adequacy of local banks has been the biggest problem for most global custodians in choosing in-country sub-custodians. That's because the US Securities and Exchange Commission rule known as 1765 had a disproportionate impact on the market. Rule 17f5 said that any sub-custodian used dians alike this year. by a US mutual fund must meet a capital adequacy requirement of \$200m, among other provisions.

However, the rule was changed in June to remove the capital adequacy stanmost institutional investors dard. It is expected that a minimum level of \$20m to global custodians have not seen any dramatic shifts of required as a de facto stan-



**CITIBAN** 



FT MANAGED FUNDS SERVICE Offshore Funds ■ FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (+44 171) 873 4378 for more details. BELAND OFFSHORE Ant in the Paris of Table Charge Paris Table - Mrs. Saling Baylor our Tield Man Ada - Sana AND OVERSEAS (SIB RECOGNISED) ISLE OF MAN (SIB RECOGNISED) ink listen facilies Beginn our York Compo Prior Pales - Sry ##22 86 1000 ##222 4.50 ##201 2.20 ##201 2.20 ##201 2.00 ##201 3.00 ##201 4.00 ##2 5.00 ##2 5.00 ##2 5.00 ##2 5.00 ##2 5.00 ##2 5.00 ##2 5.00 ##2 5.00 ##2 5.00 ##2 5.00 ment Crob \$1.19 \$1.15 \$1.05 The street of th Services (Ireia Bank of Cyprus Group 1 Hadenmaster Maca, FSC Subin 7 | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Post | Schroder levestmeet Magnet (Speracey) Lief PO Bo. 255, St. Peter Port, Stember 01-471 210051 BERMUDA REGULATED)(\*\*) **GUERNSEY** Courts Fund Man -0.35 0 123 125 1176 0.09 ISLE OF MAN | IEBDe | Parenta fired | 2 | 51 (2005 | color) | August | Emmographic | Lief | dif | Instruct | Server, Bridin 2 | 00 (255) 700 | Colory | Exception | Bin text | 5 (252) 25 | 700 | Colory | Exception | Bin text | 5 (252) 25 | Colory | Exception | Bin text | 5 (252) 25 | Colory | Exception | Bin text | 5 (252) 25 | Colory | Exception | Bin text | 5 (252) 25 | Colory | Exception | Bin text | 5 (252) 25 | Colory | Exception | Bin text | 5 (252) 25 | Colory | Colory | Bin text | Bin text | 5 (252) 25 | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Colory | Co tha proje -43 mg \$46.16 234.25 08/101,64 55/108.36 +0.02 6.12 +0.03 8.51 +0.04 2.05 -0.06 0.8 Credit Lyonands had At 8 Connectal Place, Hong No Tel: 44 177 283 2884 Coult Lyonach Equity Vision Fact 44 171 329 4972 Proffic Interes Instite (CEC)

willie James Fund Managers

107.2 Viv. \_\_\_\_\_ C1.00 Vorgen Greatell Fixed Income and Arbitrage Fund Limited p Fs Lts \_\_ \$171.00 stocket Management Ltd. n Solections I \$11.60 111.0 **GUERNSEY JERSEY** \$1.80 \$1.80 \$1.80 \$1.4 13.88 (SIB RECOGNISED) Accommisting Classes
Class A disk Heath
Class B q (Sc) Heath
Class B q (Sc) Heath
Class B q (Sc) Heath
Class B q (Sc) Heath
Class B q (Sc) Heath
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q (Sc)
Class B q ( AIB Frand Managers (CI) List
PO Dra 488 St Heller - Jessey
AIR Stream Country Frant Limited
Saving Migd Cour. 5 F13.05
EQU Migd Cour. 5 Earth 67
Into Power Migd Cour. 5 E11.05
Into Power Migd Cour. 5 E11.05
Into Power Cour. 5 E11.05
Into Power Cour. 5 E11.05
Into Power Cour. 5 E11.05
Into Power Cour. 5 E11.05
Into Power Cour. 5 E11.05
Into Power Cour. 5 E11.05
Into Power Coursey . 5 E11.05
Into Enter Enter Coursey . 5 E11.05
Into Enter Enter Coursey . 5 E11.05
Into Enter Enter Coursey . 5 E11.05
Into Enter Enter Coursey . 5 E11.05
Into Enter Ente You'll find it at stockbrokers who want their clients' securities 5122.56 17-79 Tight chair Franch 17-07, Oather 517.05 511.05 511.05 510.57 510.57 510.57 511.35 512.30 512.30 protected well above the Investors Compensation Scheme (ICS) sevi Lid And Agency is desired by years Garriery and years of the properties required to the properties of the limit. Asset Assurance is offered by Asset Guaranty, a highly hismass Fight inhumbland Access Fund (fails)

5 (right Honey - 0 344.25) +0.81 4.79

6 (right) -0.84 -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 4.79

10 (right) -0.84 -0.84 -0.84 4.79

10 (right) -0.84 -0.84 -0.84 4.79

10 (right) -0.84 -0.84 -0.84 -0.84 4.79

10 (right) -0.84 -0.84 -0.84 -0.84 4.79

10 (right) -0.84 -0.84 -0.84 -0.84 4.79

10 (right) -0.84 -0.84 -0.84 -0.84 -0.84 -0.84 4.79

11 (right) -0.84 Constitute Recognition of the Constitute of the | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared | Compared rated New York insurance firm. Not every stockbroker qualifies -032 -037 -0.75 -0.82 for it. Better ones do. To buckle your seatbelt, ask your stockbroker about Asset Assurance. SWORD

()

CHOS

Offshore Funds and insurances	FT MANAGED FUNDS SERVICE	
owens of 1994	Corp. Start Line A. L. Line Start Line A. L. Line Start	Bussicians = \$Correct & Bood
		•

المكنا من الاحل

2.4

Park to the state of the state

The state of the s

-- ..

Pinors

The store of the s

Tagasata A

- - <del>- - - -</del>

CHARCE!

FINANCIAL TIMES FRIDAY JULY 11 1997 36 LONDON SHARE SERVICE **INVESTMENT TRUSTS - Cont.** ## Bid ## Capin ## Capin ## Capin ## Sil | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. | No. Secretary of the secret | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Maintain | Color | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | P The Date of the State of the St 44 H | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Charles | Char 是一种,我们就是一种,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我 一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们就是一个人的,我们也不是一个人的,我们也不是一个人的,我们 ## Abscus Poles | Price | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881-1891 | 1881 617 4 4.6 617 508 6 779 617 126 145 1.1 508.3 127 618 118 1 15 1 618 56.4 10.6 (名の) (本人の) (本人の) (の) (本人の) (本 With the Committee of t 02 323 157 以他是是我一种的是这种的是是他的是他的对象的,我们就有他的对象的对象,他们就是这种的一种,我们就是这种的,我们就是一种的一种,他们就是一种的,我们就是一种的人,我们就是一种的人,我们就是这种的人,我们就是这个人,我们就是这个人,我们就是这个人,我们就是一个 关系。1222年122年,12222年,1222年,1222年,1222年,1222222年,12222年,1222年,1222年,1222年,12222年,1222年,1222年,1222年,1222年,1222 BREWERIES, PUBS & REST 25 67: 5473734 73143769140 0.3 105.2 20.2 - 113.2 -5.6 1122 -56 477416 130 4716 130 4816 130 4816 130 4817 127 4818 130 4818 BLONG & CONSTRUCTION

DIVERSITIES RIDUSTRALS

FIG. 18 A 1 THE STATE OF + or 52 week Mac cr - Maps now Capebas 12 -1 2/2 134 180 07 13 -1 87 55 1208 15 -1 180 2 84 2 55.0 **BUILDING & CONSTRUCTION** 38 53 7.1 Warraite
Standord Juan
Warraite
Standord Juan
Warraite
Standord Juan
Warraite
Standord Juan
Warraite
Standord Juan
Warraite
Standord Juan
Warraite
Standord Juan
Warraite
Standord Juan
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite
Warraite Manufacture Manufacture Andrews Andrew OURENDED DE ARBEE

WE ARE PROUD

TO BE APPROUD

TO 13 13 Fidelity Asian Values 2.

(Arranta
Carranta
Fidelity Erro Vale. 438

Value Lin 2007 
Fidelity Jan Velt. 4

Warranta
Line In 2004 
Fidelity Special Vale. 4

Warranta
Line In 2004 
Fidelity Special Vale. 4

Fidelity Forest 1

Fidelity Forest 1

Fidelity Wester Figur. 5

NV TRUSTS SPLIT CAPITAL 

**洗剂 1-11**5

المكذا من الاعل

MANA IAL HATE.

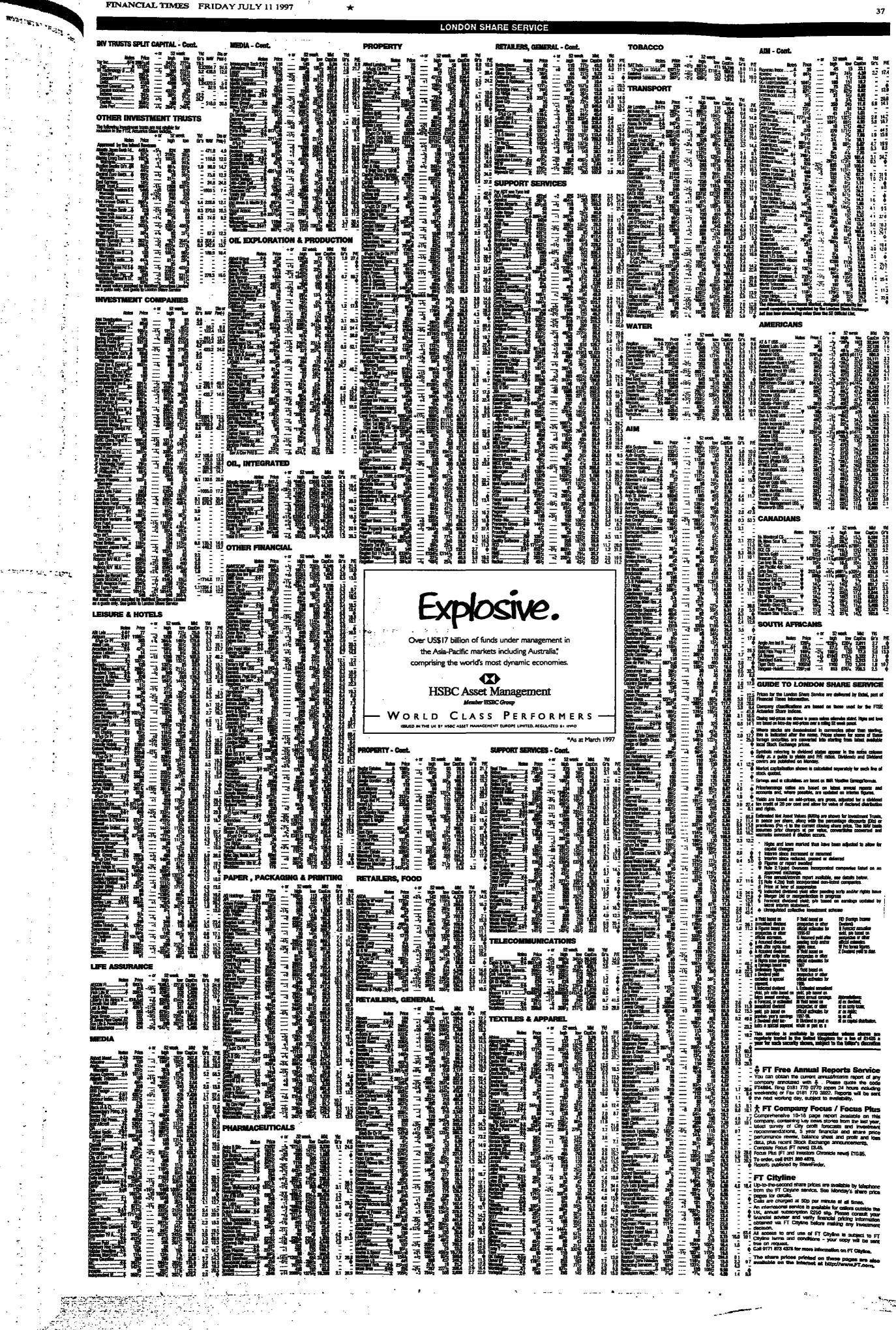
 $\begin{pmatrix} \frac{1}{2} & \frac{1}{2} \\ \frac{1}{2} & \frac{1}{2} \\ \frac{1}{2} & \frac{1}{2} \end{pmatrix} = \frac{1}{2}$ 

٠. .

.....

٠,

1 (# ) 1 (# )



#### LONDON STOCK EXCHANGE

## Consumer companies spearhead advance

MARKET REPORT By Steve Thompson, UK Stock Market Editor

There were no prizes for guessing that the Monetary Policy Committee would lift UK interest rates by 25 basis points, but there a high street spending spree. was a measure of relief across the equity market, which rallied to close marginally higher.

sharply as interest rate concerns, mending the stocks because of day, hard on the heels of the 119the continuing strength of sterling and a steep decline on Wall Street overnight provoked a flurry of selling pressure.

The rate rise did nothing to index had been driven down 29.7. head off a powerful drive by the

mance and evidence that the building society/Norwich Union demutualisations have triggered

Not to be outdone, the food retailers were equally in demand, with a number of the market's continued to lose ground shortly Earlier the market had fallen most powerful brokers recom- after the outset of trading yesterevidence of food price inflation. At the close of a vibrant trading session, the FTSE 100 showed

a 5.4 gain at 4,767.8. Earlier the Other FTSE indices, however,

bly the retailers. High street FTSE 250 posting its fifth consecshare prices spiralled upwards in utive fall, losing a further 9.3 to a further strong response to Dix- 4,386.2. Over the last five sesons' sparkling profits perfor- sions, the 250 has fallen 89.0 points or 2 per cent. The FTSE is too little too late to head off SmallCap was hit even harder, slipping 8.2 to 2,204.8 - its fourth decline on the run.

London's rally was all the more creditable given that Wall Street point slide on Wednesday. The Dow kicked off a few points firmer but quickly fell back before stabilising as London closed.

Some marketmakers were

inflation," said one.

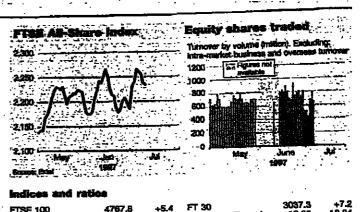
He said London would come under increasing pressure if Wall fell attaching a 700p short term Street showed further signs of price target to the shares. On the weakness after its fallure to move through the 8,000 level former in recent sessions, turned despite repeated attempts over lower as one broker highlighted the past two sessions.

Strategists were similarly unhappy with the extent of the 852m shares and was boosted rate rise. Mr Richard Jeffrey, group economist at Charter- in the retailers, which alone house, said: "It is a short term relief but it is not enough. The of overall market activity.

market's consumer areas, nota- continued to suffer, with the unconvinced by the market's market will come to judge these rally in the wake of the rate rise: small moves in interest rates as "Underneath, the market still ineffectual; the probability the feels vulnerable. It's unhappy Bank of England will have to with what looks like a move that raise rates more aggressively is still there."

Sainsbury topped the FTSE 100 list, with Deutsche Morgan Grendownside Lasmo, a good perthe stock's outperformance.

Turnover at 6pm was a good substantially by the keen activity accounted for around 10 per cent



250 4386.2 -8.3	FTSE Non-Fins pre 19.88 19.99
350 2287.2 +1.2	FTSE 100 Fut Sep 4788.0 +16.0
All-Share 2237.18 +0.54	10 yr Gilt yield 7.14 7.13
All-Share yield 3.47 3.47	Long gilt/equity yid ratio 2.06 2.05
t performing sectors stallers: Food	Worst performing sectors  1 Oil Exploration

Open Sett price Change

4841,0 4881.0

II FTSE 250 INDEX FUTURES (LIFFE) £10 per full index point

-10.0

EL FTSE 100 BADEX OPTION (LIFFE) (\*4766 ) \$10 per full index point

MEURO STYLE FTSE 100 INDEX OPTION (LIFFE) \$10 per full index point

4750.0 4778.0

4448.0 4448.0

Calls 3.441 Pata 2.856

+1.1 5 Paper: Pckg & Print

High

Compage Cookson Courtsuids Osigety De La Rus Descript EMAP EMAP

Low Est, vol Open int.

·4728.0 11083

TRADING VOLUME

### Retail sector surges

By Martin Brice

The retail sector soared yesterday as several of its leading stocks benefited from a powerful combination of influences, ranging from the spending power of the consumer to the issue of planning permissions for

Four of Footsie's best nine performers were retailers, fied premium to the 500p with J Sainsbury at the top of the list after its shares rose 21 to 420% p, helped by a positive trading statement yesterday and a very bullish note from Deutsche Morgan

Mr Mark Wasilewski at the broker believes the shares rol. which has tumbled could reach £7, thanks in sharply recently on the back part to the difficulty faced by rivals in obtaining planning permission for new

He says that while the big- to 995p. ger stocks in food retailing would all benefit from this issue. Sainsbury would gain the most since it is dominant. in the relatively affluent ble to takeovers. south east of England.

3991/2p: Tesco advanced 111/4 mark, the Chicago-based to 431p and Asda was ahead fund, was continuing to 2% to 142p. However, smaller stocks such as Somerfield. ahead 41/2 to 1871/2p, and WM Morrison Supermarkets, up ment that it had picked up 3 to 171p, also benefited.

Dixons' trading statement on Wednesday continued to reverberate around the market as traders studied the likely impact of the windfalls from building society flotations. Dixons rose another 17 to 553%p. Kingfisher advanced 121/2 to 705p

and Boots rose 914 to 7911/2p. Storehouse put on 17 to 205p following a positive trading statement. Enterprise, the oil exploration and production com-

pany, slipped 111/2 to 684p with a push from SocGen. The broker said the shares were "highly exposed to a ny's hepatitis B vaccine and change in sentiment and a downturn in oil prices in view of the seriously unjusti-

asset value" Analyst Mr John Toalster predicts relative dividend growth of less than half the market average and sees the shares falling much closer to the 600p level.

Meanwhile, Burmah Castof sterling's rise (the oil group is 60 per cent exposed to the dollar and 40 per cent to the D-Mark), bounced 28%

Some brokers were suggesting the fall had been overdone to the extent that the company is now vulnera-

Sedgwick dipped 21/2 to Safeway was up 121/2 to 123p despite news that Oakraise its holding in the insurance broker.

There was an announce 1.5m shares, taking its stake The shockwaves from above 5 per cent from 4.21

THEONLY

BOSNIAN

LAND MINES

HAVEN'T

THING

per cent previously. Oakmark is run by Mr David Herro, who led a shareholder revolt against Mr Maurice Saatchi, Saatchi & Saatchi's deposed chairman. Mr Herro has been instrumental in promoting pro-active investment and initially there was some speculation that his growing profile on the shareholder register could signal pressure for corporate

changes. after HSBC James Capel moved from "sell" to "buy" and focused on the compa-

treatment. British Blotech slid further in response to postresults concerns. Hopes that Marimastat, the company's casting earlier. cancer drug, might have been launched next year are beginning to wane, while an independent review body in

the US has advised the

FT 30 INDEX

group to widen the size of its national and Carlton - were Zacutex acute-pancreatitis drug study to 1,500 patients from the current 450. The shares were the FTSE 250 index's worst performer, falling 33 or nearly 18 per cent to 1521/ap.

Pearson, the media conglomerate which owns the Financial Times, tumbled ning to bite. And negative 191/2 to 668p as the company continued to slip from market favour. ABN Amro Hoare Govett followed Salomon Brothers

reflect the continuing Group, marked down aggresstrength of sterling. Hoare cut its current year forecast from £312m to £296m. But that was above

the £280m Salomon was fore-And there was some surprise that Pearson should fall so sharply when the other stocks highlighted by

Jul 10 Jul 9 Jul 8 Jul 7 Jul 4 Yrago "High "Low 3037.3 3030.1 3024.5 3051.7 3050.5 2760.8 3077.A 2668.8 3.62 3.63 3.64 3.61 3.61 4.03 4.22 3.56 18.31 18.27 18.25 18.41 18.41 18.38 18.64 15.80 18.12 18.08 18.06 18.22

Hoare - Reuters, Reed Inter-

FT 30 since complete			100 10-22 100 49-4 26-0			
FT 30 hourty cha	anges					
_	-	0 12.00	13.00 14,0	00 15.00	16,00 H	igh Low
3016.7 3017.8 30	77.1 3019	5 3020.2	3027.3 3027	7.1 3023.9	3030,3 30	37.3 3009.7
	Jul	10 .հ.	ايل 9 لر	8 Jul	7 Jul	4 Yrago
SEAO bargains	49,	160 48	,488 51,6	96 56,3	82 58,0	069 28,192
Equity turnover (2	†int	NA	NA 228	3.9 218	1.1 164	3.7 1703.4

Shares traded (ml	H	NA	NA	721.7	632.3	788.4	537.5	
(Excluding Intra-mail			now but					
© FTSE International								
		-			-			
London ma	rket d	ata						
Rises and falls'		52 Week	highs a	and lows	UFFE Equ	alty optio	Ø8 ·	
Total Diseas	E10	Takal Lis-			Total acad		44 000	

either up or only marginally lower. Mr Robert Jolliffe at ABN Amro Hoare Govett said; "There was a massive element of expectation on the new management. Also, currency and some technologyrelated decisions are beginsentiment is pretty deeply

entrenched." The shakedown in engineering exporters seemed to ease off yesterday, with only with a forecast downgrade to minor declines registered. Ti sively earlier this week, continued its rebound and advanced 161/2 to 4821/2p, to make it Footsie's fifth-biggest riser.

Windfall gains from building society flotations may have helped the growth in the European charter holiday market highlighted by BAA. The aiport group said its seven UK airports saw an annual traffic increase of 8.3 per cent in June.

One trader said the rise was "way above most analysts' forecasts" and showed good growth at regional airports. BAA shares rose 121/4 to 5781/sp.

The strike at British Airways is seen as unlikely to affect BAA unless prolonged. PSD Group, the recruitment group which floated in

February at 220p, rose 2 yesterday to 275%p, helped by a "buy" note from Charterhouse Tilney Securities. Mr Robert Morton at the broker said the group had considerable scope for growth in large and fragmented

Tate & Lyle was one of Footsie's worst-performing shares after the stock shed 17 to 438½p following a bearish note from Credit Lyonnais Laing, which shifted to a "sell" recommendation. Ms Sally Jones at the broker said overcapacity in European starch was putting profits at risk.

**FUTURES AND OPTIONS** Skillsgroup, the former P&P, fell 68 to 126%p after it W FTSE 100 INDEX FUTURES (LIFFE) \$25 per full index point issued a profits warning with its interim results.

Rio Tinto lifted 16 to £10.23% in the registered shares, with support from a firm copper price. Galen Holding made its market debut in the pharma-

ceuticals sector yesterday. The shares, which were issued at 150p, leapt to an initial 19 per cent premium and closed at 182%p on turnover of 4.7m, shares. Demand from institutions, particularly investors in

ireland, boosted the Northern Ireland-based company. Galen raised £30m and said it would use the proceeds to expand its businesses and fund acquisitions.

LONDON RECENT ISSUES: EQUITIES W5.0 1.8 4.9 14.2 L1.38 3.9 1.1 28.3 - - - 20.5 F.P. 2.02 28 24 Euro Mining Fin §150 F.P. 2.02 384 162½ Galon Hidge §2.5 F.P. 3.00 \$ 2 3 Garsmort Hidge §2.5 F.P. 1.20 1 27½ 122½ †††§phisod Timber 220 F.P. 8.205 357½ 318½ Norwick Uniton § F.P. 13.5 140½ 134½ †††§phisod Timber § F.P. 13.5 140½ 134½ \*†††µnenight 100 F.P. 33.1 112½ 99½ Resibourne Modin § F.P. 69.4 227 204½ Royabhus Gap §100 F.P. 7.81 120½ 110† 1985 Group §150 F.P. 117.0 157½ 154½ 938 Group §150 F.P. 117.0 157½ 154½ 938 Group † F.P. 4,844 373½ 201½ Woodwich † - 13.5 1.5 28 09 583 124 20 27 194 144 28 35 127 179 21 32 182

RIGHTS OFFERS Closing price p +or-

13/3.42 +2.5 1335.10 2591.73 3.72 15.57 2455.10 1336.10 1373.42 +2.5 1335.10 2591.73 3.72 15.57 2455.10 1336.10 1269.53 -1.1 1269.54 1475.22 0.2 66.01 1884.08 1244.23 164.04 164

15<sup>1</sup>20m 4pm 9pm 4pm 4pm 5<sup>1</sup>2pm 7<sup>1</sup>2pm 3µpm 23µpm 3µpm 4µpm 5pm

FTSE Actuaries Shi Preduced in conjunction v				ratityte	of Ast	usries		11	ne UK Series
	Jul 10	Day's chge%	Jul 9	Jul 8	Jul 7	Yeer ago	Div. ylek!%	Net cover	P/E Xd ed). Tota ratio ytd Retu
FTSE 100	4767.8	+0.1			4810.7			2,04	17.91 86.95 2034
TSE 250	4386.2	-0.2	4395,5	4400.8	4426.9	4343.8	3,78	1.61	20.51 92.73 1834.
TSE 250 ex IT	4380.7				4424.1			1.64	19.33 95.57 1837.
TSE 350	2287.2				2308.0		3,49	1.96	18.34 42.94 1994.
TSE 350 ex IT	2287,5				2308.4		3.51	1.96	18.12 10.96 1022
TSE 350 Higher Yield	2226.8				2259.1			1.76	15.09 61.46 1645.
TSE 350 Lower Yield	2353.2		2349.8						
TSE SmallCap	2204.82		2212.97					1.74	22.43 39.80 1874.
TSE SmallCap ex IT	2173.17		2182.06					1.82	19.75 42.80 1863.
TSE AI-Share	2237.18		2235.64					1.94	18.57 41,91 1979,
TSE All-Share ex IT	2238.97		2236.26	2235.66	2257.59	-	3.51	- 1.96	18.20 10.96 1018.
I <i>FT\$E</i> Actuaries ind	ustry S		73						
	Jul 10	Day's chga%	74 8	8 lut,	Jul 7	Year ago	Div. ylaid%	Net cover	P/E Xclade Tota
10 MENERAL EXTRACTION(20)	4552.81	-0.5	4576.26	4807.40	4688.34	3567.67	3.35	2.01	18.52 85.78 2038.
12 Extractive Inclustries(5)	4283.74		4222.83						14-28 104-80 1309-4
15 Oil, integrated(3)	4754.38		4784.96					1.95	18.28 90.43 2188.1
16 Of Exploration & Prod(12)	<u> 37</u> 17.31	<u>-1.8</u>	3783.60	3805 <u>.58</u>	3770.66	2459,65	1.56	2.21	36.23 38.65 2277
20 GEN INDUSTRIALS(266)	1834,58	-0.1	1896.50	1842.49	1887.44	2024.90	4.39	1.89	15.08 40.37 1047.5
21 Building & Construction(35)	1336.21		1336.37					1.96	19.20 25.35 1162.
22 Building Matts & Merchs(30)	1743,12		1748.59					2.82	9.58 41.89 921.3
23 Chemicals(26)	2313.16	-0.5	2924.14	2945.20	2954.94	2458.05			18 54 50 10 1151 5

10 MENERAL EXTRACTION(20) 12 Extractive industries(5)	4332.81 4283.74				8.34 3557. 0.51 4184.			18.52 85		
15 Oil Integrated(3)	4754.38				5.91 3653.			14.28 10 18.28 90		
18 Of Exploration & Prod(12)	3717.31				0.66 2459			36.23 35		
20 GEN INDUSTRIALS(266)	1834.58	-0.1.16	96.50 18	12.45 188	7.44 2024	90 4.39	1.89	15.08 40		
21 Building & Construction(35)	1336.21				5.39 1174			19.20 25		
22 Building Matis & Mercha(30)	1743,12				7.40 1888.				1.89 92	
23 Chemicals(26)	2313.16	-0.5 25	24.14 234	6.20 235	4.94 2456.	05 4.57	1.48	18.54 50		
24 Diversified industrials(15)	1286.93				8.44 1534.			10.95 38		
25 Electronic & Elect Equip(37)	1998.34				B.54 2342.			19.44 17		
26 Engineering(68)	2381.71				B.38 2447.			15.37 46		
27 Engineering, Vehicles(13)	2735.02 1874.23				2.87 3049.				.42 147	
28 Paper, Pckg & Printing(27) 29 Textiles & Apparel(14)	1007.66				8,49 2019, 8,09 1349,			11.95 55 18.26 41		
										3,11
30 CONSUMER GOODS(85)	4686.91				.65 3577.			21.07 87		
32 Alcoholic Beverages(7) 33 Food Producers(25)	3418.95 2991.66				1,21 2754. 3,56 2506.			17.18 73 18.29 65		
34 Household Goods(17)	3050.80				3.63 2616.			15.85 54		
36 Health Care(15)	2219.64				1.99 2098.			27.22 35	SD 130	72.7
37 Pharmaceuticals(18)	7713.18				1.82 5243.			30.49 103	3.78 270	37 2
38 Tobacco(3)	4416.68				7.72 4095.			10.84 158		
40 SERVICES(274)	2639.66		_		7.87 2517.			20.83 44		
41 Distributors(30)	2638.34				3.43 2845			18.25 51		
42 Leisure & Hotels(31)	3114.68				3.31 3135.			23.25 67	74 170	9.0
43 Media(44)	3911.35				34 4199			25.76 60	R3 145	20.0
44 Retailers, Food(15)	2399.92				3.46 1993.			16.02 45	79 150	~ I
45 Retailers, General(53)	2118.00				.23 2092			18,28 37	.34 125	9.5
47 Brewerles, Pube & Rest.(22)	3254.47				21 3167		2.28	15.74 47	91 162	0.5
48 Support Services(56)	. 3010.98	-0.3 30	19,60 300	4.15 3040	151 2445	BS 1,71	2.55	28.54 27	27 198	ÌΙΩ
49 Transport(23)	2875.53				L99 2350.		1.35	28.66 58.	31 125	4.8
60 UTILITIES(31)	3043.91	90	44 04 905	4 55 9000	83 2282	96 4.64	1,49	18.10 51.		
62 Electricity(9)	3323.29				10 2552			11.76 92	77 197	7 7
64 Ges Distribution(Z)	2059.08				.48 1259.		±	± 84	.50 118	r.,,
66 Telecommunications(8)	2450.46				.63 1897.			20.80 10.	90 116	7. G
68 Water(12)	2819.26				A1 2135.		2.27	9.42 91	57 18R	A A
69 NON-FINANCIALS(675)	2254.82	10 3 33	46 79 725	n 20 220	67 1985	00 3.61	1,89	18.89 41		
70 FRANCIALS(108)	4378.72				L55 2908.9		2.39	16.34 90.	.18 197	7.8
71 Banks, Retall(10)	6756.77				L00 4066.I		2.61	16,54 128	43 231	2.50
73 Inaurance(18)	1694.08				.16 1414.		261	9.50 55.	<b>0</b> 6 135	4.40
74 Life Assurance(7)	4717.88				.04 3393.		1.96	17,21 121	-00 206	0.7
77 Other Financial(29)	3246.79				74 2594.		1,94	19.82 50,	SZ 183	3,8
79 Property(44)	2000.67	<u> +0.5 18</u>	91.33 197	9.55 1994	20 1522	96 <u>9.29</u>		29.15 31.		
80 INVESTIMENT TRUSTS(127)	3422.23	<u>-0234</u>	29,18 342	6.98 3435	23 31 19.7	221	7,17	48.48 43.	24 122	7.9
89 FTSE All-Shere(910)	2237.18				A2 1867.0			18.57 41,		
105 FTSE All-Share ex IT(783)	2236.97		36 <u>.26</u> 223			- 3.51	1.96	18.20 10.	98 104	4,0( 0 1
							7.00	40.00 00	-4 IAII	u. IÇ
TSE Fledgling	1251.77				70 1235.1		0.82	45.86 22	29 135	4.90
TSE Fledgling ex IT	1252.04				L98 1249.4			43.15 22.		
TSE AIM	1051.6	-0.2 1	054.2 10	548 105	8.7	_ 1.05	1.11 8	0.00† 4.1	10 984	1.23
Hourly movements							-			
	10.00	11.00	12.00	13.00	44.00	.15.00	18 10	High/da		
					14.00	<u> </u>	_		_	_
TSE 100 4747,1 4745.		4748.1	4745,4	4756.9		474B.A	4796.			
TSE 250 4389,8 4385.		4387.4	4388.2	4588.6	4388.4	4385.6	4385.			
TSE 350 2279.5 2278.		2278.9	2278.5	2283.3	2282.5	2279.6	2286.0			1.6
TSE SmallCab 2209,64 2208.0					2205.75	2205.76	2205.4	5 2209.84	2204.6	82
TSF All-Streets 2230 45 2229 A					2232 RR	2230.28	2238.64	4 2237.18	2224.5	BR

STOPPED RUNNING ADS LIKE THIS. War in Bosnia, with all its fear, injury and death has now been replaced by peace in Bosnia, with all its fear, injury and death.

FTSE 100 FTSE 250 FTSE 350 FTSE SmallCap FTSE All-Share

المكنا من الاعل

2.700 2.700 1.400 

2 Λ Λ	FINANCIAL TIMES FRIDAY JULY 11 1997 *
VV'	Highs & Lows shown on a 52 week basis  WORLD STOCK MARKETS  */- Was Low YM PK
	EUROPE Calcular 19 4,471 2544 06 622 9046 1,575 40 1,575 80 12 337 Name 6 426 4 1,52 80 13 45 1 1,575
Andrea .	EUROPE    19   19   19   19   19   19   19   1
7 (4) . . ** .	Fig.   1,885
Marketone Space of Space	ONE 1, 123 - 124 - 125 -
<u> </u>	17 Width 1250 +1251 125 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Hold 1250 Ho
Prompte AND CHAIR	10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
	Back: 35.250 +60 26.84 26.2 10 Homes 42.50 -5.0 444 22.0 10.2 20 4410 2.0 20 4410 2.0 10.2 20 4410 2.0
B. order dispuses the same of	Count 1945 - 27 10 10 10 10 10 10 10 10 10 10 10 10 10
Marie Andrews	
The second of th	Company   Comp
	Sheds 1/385 - 1280 1280 20 20 20 20 20 20 20 20 20 20 20 20 20
NT THE	Section 1/200 - 200 (1881) 1 - 200 (
eraa pho c	Construct 200ml 45 237 200 13 113 58ml 100 100 11 1100 150 215 115 58ml 100 100 110 1100 1100 1100 1100 1100
ending the second secon	
2 2 3	AMP A 859 45 850 259 13 147 1512 UFBLE 800
Section 1	DiSart 380,00 +4,05 388 1870 02 -
24.	Der Date 172 477 768 30 To 22 10.5 AM 4.4 491 49 48 50 To 22 10.5 AM 4.4 491 49 49 50 To 22 10.5 AM 4.4 491 49 49 50 To 22 10.5 AM 4.4 491 49 49 49 50 To 22 10.5 AM 4.4 491 49 49 49 49 49 49 49 49 49 49 49 49 49
# 1	SST 2016 -0.5 201 100 - 100 100 100 100 100 100 100 100
igue Maria Julius Maria	Marting   173,00   101,00
Maria de la companya del companya de la companya del companya de la companya de l	Technology is neighbly fall to any of the state of the st
## 79 JAN Tu, ,	### PRIME (MI 10 / Mine)
All the second of the second	Cande 2 777 -4: \$12 108 1225 5578 pt 107 17 17 17 18 108 5500 5500 17 10 18 10
	Market   1,00
Park.	Section   Sect
	Mathew   420 - 10 Vot   250 Li S   1
en en en en en en en en en en en en en e	Managering 5:000 -100 5:000 3:055 0.3 CSM 102 43:117:90 77 1.7 19.7 29.06 5:000 -50 5:000 5:00 5:00 5:00 5:00 5:0
Pr	THE SECOLAR SE
	### 150
	Cash 17:11 13:148.1/118.32 — Schrog 18:06 10:06:00 10:06:01 10:86:01 17:20 -1.80 17: 10:06:00 10:06:01 10:86:01 17:20 -1.80 17: 10:06:00 10:06:01 10:06:06:06:06:06:06:06:06:06:06:06:06:06
<b>.</b>	Mail Air   Mail Air
	Australia (1/80) 394 295.1 275.0 27 292.2 14 Malaysia (1/10/81) 483.4 295.1 297.2 297.0 150.0 15
	Bread   Standard and Poors   S
**************************************	127 Sales   12   12   12   12   12   12   12   1
्ड - पूर्व 	Companing   Comp
	Ser Strijfurdini) 1915.8 1893.2 1916.8 1923.2 1923.2 1916.8 1923.2 1916.
1	## SESTIMEN   1575.30   1576.31   15
	SE SIRELATION SALES AND AND AND AND AND AND AND AND AND AND
1	Second   S
A company formation and a company of the company of	## 15   15   15   15   15   15   15   15
	Jul 2980.0 2981.0 -21.0 2980.0 2917.0 14,704 30,028 Jun 2545.00 2528.00 -32.00 2554.00 2525.00 3,464 24,367 Name 2556.00 2528.00 -34.00 2557.50 2538.00 -34.00 2557.00 2538.00 -34.00 2557.50 2538.00 -34.00 2557.50 2538.00 -34.00 2
en en en en en en en en en en en en en e	Set July 8: Tainway Weighbard. Prices \$258.55; Norm Corrup 5: Typ2:4. Elease sealants of all indicates are \$100 exempt. Australia Ad Cycle and 1 Constants at \$15.00 Gall 1 or Section 2: Indicates and Indicates an
4.00	
E and a	and Arms Comp. 600. \$\frac{1}{2} \text{Mornstell.} \text{ Toronto.} \text{ (i) Count.} \t

4526

MANY TAX TRAINING

| 1987 | 1982 | 1982 | 1983 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 | 1984 |

-0-

)

ı.)

40				*	
4 pm close July 10					NE
### Low Stands  - A -  341, 244, AMR	را يائ	1997  High Low Sheek 2014 1914 5d h 145  1814 712 88 ANSWARD  1815 25 BANSS  1817 2712 BANSS  1817 BANSS  1817 2712 BANSS  18	ix 0.72 89 iz 0.81 8.3 0.60 1.7 1 0.64 1.7 1 in 0.60 1.2 1 0.62 1.0 2	33 20,2 16; 33 20,2 16; 30 8 <sup>1</sup> 4 8 <sup>1</sup> 4 8 <sup>1</sup> 30 9 <sup>2</sup> 6 98 8 982 34;2 34; 8 151 37;2 3 9 508 50 <sup>2</sup> 6 49 <sup>2</sup> 3 3838 54;2 5	6 8 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
7 2735 95 03 23 24 25 25 25 26 27 27 27 25 25 26 27 27 27 25 25 26 27 27 27 25 25 26 27 27 27 25 25 27 27 27 27 27 27 27 27 27 27 27 27 27	2000年 2	21% 16% Beindfreg 78% 25% Beild in 1802 13% Beild in 48% 28% Beild in 44 33% Beild in 44 33% Beild in 75% 59% Beild in 75% 59% Beild in 12 2% Beild in 33 22% Beild in 31 22% Beild in	295 40 17 295 40 17 1 144 3.1 17 0.44 1.0 19 0.80 1.8 2 P 4.30 6.3 2.08 2.9 14 A 1. 0.40 1.3 19	6 210 19½ 19½ 7 7066 74½, 71¾ 7 7066 74½, 71¾ 7 7022 47 45½ 9 755 43¾, 43½ 6 635 p45¾, 43½ 100 66¾, 64¾ 4 1207 73½, 72¾	1974 +15 1974 +15 1974 +15 1986 +
20% 13 ACSING SERIES	17-12-13-13-13-13-13-13-13-13-13-13-13-13-13-	######################################	250 80 7 500 9.3 1.50 24 33 25 9 0.08 04 13 8 940 24 25	18 1586 158 1842 177 167 842 15 167 842 25 15 27 19 253 27 3975 10 2 104 1 1955 64 104 1 1955 163 163 22 32 36 3 3 75 22 5 2 3 879 163 34 1 227 163 34	5 1585 -15 5 1744 -4 5 1744 -4 5 1745 -4 5 1745 -4 5 1746 -4 5 1746 -4 5 184 -4 5 184 -4 5 184 -4 5 184 -4 5 184 -4 5 184 -4 6 184 -4
1127 73 Adam. 5112 372 Adam. 5112 372 Adam. 512 373 512 Adam. 513 512 512 512 512 512 512 512 512 512 512		20½ 28½ Black H 9 9 9½ Black H 9 8½ 84 Black M 9 8½ 84 Black M 9 25½ 83 Black M 9 35½ 25½ 25½ 25½ 25½ 25½ 25½ 25½ 25½ 25½ 2	1 42 50 13 7 6.63 69 9 0.57 63 0.57 63 0.50 23 75 0.57 1.2 15 1 1.00 10.3 0.06 0.2 25 0.56 1.9 26 0.80 1.8	46 281 264 47 463 61 599 464 94 599 455 34 122 457 453 222 91 34 2000 334 32 1200 334 32 1203 384 37 1172 51 51	3 8 4 1 2 3 4 4 1 2 3 4 4 1 4 1 4 1 4 1 4 1 4 1 4 1 4 1 4 1
244 144 Abenuarie 0.29 1.3 17 364 224 278 204 224 288 205 20 ARChel 0.20 0.71 8 332 224 278 255 20 ARChel 0.20 0.71 8 332 224 234 234 235 234 235 234 235 234 235 234 235 234 235 235 235 235 235 235 235 235 235 235	22 + 4 22 + 4 23 + 4 34 + 4 34 + 4 35 + 4 36 + 4 37 + 4 31	12½ 84 Bords Cat 254 22¼ Bords Cat 71½ 41 Bords 5 50½ 874 Bords 5 27½ 21½ 876 Bord 77½ 23½ 876 Bord 7 57½ 52½ Bord For 57½ 52½ Bords 1 57½ 52½ Bords 1 57½ 52½ Bords 1 57½ 53½ Bords 1 15½ 1 84½ Br Ar x 80½ 54½ Bor Pusting 1 18½ 13½ Bor Pusting 1	1.50 6.0 13 0.80 18 24 0.61 19 1.38 5.5 5 0.28 1.3 21 1.12 22 17 18 1.52 1.8 29 2.59 22 12 2.17 27 19	8 24% 24% 24% 2555 70% 90% 90% 2819 550% 91% 91% 91% 91% 92% 620 50% 50% 1327 1327 132 13% 85 15% 15% 75% 75% 75% 75%	2413 +44 2413 +14 2413 +14 2514 +14 3 10 2 11 3 10 2 11
51% 38% Alexandr 1.48 2.9 13 3221 51% 50% 30% 30% 30% 30% 30% 30% 30% 30% 30% 3	516 +16 55 4 +2 55 4 +2 107 4 +2 107 4 +2 107 10 +16 107 10	20 21% SSbed x 5342 254 Edyall x 5342 254 Edyall x 2042 44% Edwall x 2042 44% Edwall 524 42% Edwall 37% 25% Edwall 31% 25% Edwall	1.68 6.8 5 7.41 8.1 15 1.46 5.0 11 1.00 5.3 16 1.06 2.2 20 1.06 2.2 20 6.88 1.9 6.88 1.9 6.90 1.5 15 0.44 1.9 14	9628 2472 2454 1403 8154 8154 968 2912 2912 1064 19 1813 580 1473 1374 48 4814 40 20 5044 504 6365 3041 3052 24 779 74 7206 312 3052 325 4233 2214 107 35 3459	244 + 14 51
7% 5% Amended 3831 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5%	57 +	48 AP4, Buckeye H 18 AP4, 214, Berl Cest 1852, 703, Burlis 542, 404, Burlis 1542, 113, Burlison H 314, 2414, Burlisone 45, 2414, CMTV 1851, 711, CMTS Co.	1120 1.3 17 0.55 1.2 17 0.55 1.2 17 0 1.00 7.0 22 19	5559 15½ 16¾ 3121 855% 942; 9877 45½ 435% 200 14½ 14½ 255 u32½ 31	15% - 16 85% + 16 45½ + 16 14% + 16 32% + 15 44% + 15
201	77 2 4 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	364, 314, CMS En 1144, 963, CMA An 363, 204, CMF Term 97, 753, CPC x 273, 184, CMF CMF x 373, 414, CMS 73, 414, CMS 73, 415, CMARSHAN 4612, 2712, CMARSHAN 983, 2715, CMARSHAN 983, 3113, CMARSHAN 983, 3114,	7 9.40 1.2 21 1.64 1.7 24 9.56 2.7 20 1.04 1.8 14 9.72 1.0 15 \$0.58 2.0 22 231 9.46 1.5 12 9.46 1.5 12 1.18 0.9 20 1.19 3.1 16	1377 34% 344; 8609 6374; 954; 954; 954; 953; 3278 656 55; 3278 656 534; 324; 9663 334; 324; 9663 375; 375; 375; 375; 375; 375; 375; 375	112 + 12 36 2 + 1 36 2 + 1 37 2 + 1 37 2 + 1 38
25½ 16¼ Ametals 2.24 0.9 15 273 0.5½ 25 18½ 14% America 2.20 3.1 16 5002 26½ 26½ 26½ 18½ 11½ America 2.20 3.1 16 5002 26½ 26½ 26½ 11½ 11½ America 2.20 0.5 52 1716 52½ 21½ 21½ 21½ 21½ 21½ 21½ 21½ 21½ 21½ 2	が は は は は は は は は は は は は は	45 25% Carbonology 45 25% Call Real E 42 32 Callinnergy 15 10% Callyne 38½ 15% Callyne 38½ 25% Chlorysi 22% 17 Callorat Co 52½ 25% Carpbis 1 ½ Carpbi Re 24½ 22% Carbonol 1 ½ Carbonology 14½ Callorat 14½ Callorat 1	0.10 1.7 0.32 2.3 25 0.40 1.0 5 0.29 0.8 20 0.40 1.8 58 0.77 1.6 33 9 2 0.32 1.1 36 0.32 0.8 14 1 1.26 6.9	1354 u394; 384; 1004 384; 354; 108 u224; 224; 7125 48 474; 2780 4; 42; 1824 284; 284; 7683 344; 384; 155 184; 184;	579 41 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
10 <sup>2</sup> a 6 <sup>1</sup> a Aper Mun F 0.66 8.5 112 10 <sup>1</sup> a 10 <sup>1</sup> a 10 <sup>1</sup> b 10 <sup>1</sup> b 22 <sup>1</sup> a Appld Mun F 0.12 0.2 18 684 402 <sup>1</sup> a 51 <sup>1</sup> a 12 25 <sup>1</sup> a 24 <sup>1</sup> a 12 17 Appld Mun D 2.20 0.9 31 5703 25 <sup>1</sup> a 25 <sup>1</sup> a 12 25 <sup>1</sup> a 40 <sup>1</sup> a 4000 2.20 0.9 31 5703 25 <sup>1</sup> a 25 <sup>1</sup> a 12 40 <sup>1</sup> a 4000 21 20 0.9 31 5703 25 <sup>1</sup> a 25 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 40 <sup>1</sup> a 4		25½ 19½ Carpata Maga 85% 81½ Carpatan x 37½ 27 Carpata 35½ 23½ Carpata 45 31½ Carpata 45 31½ Carpata 35½ 25½ Carpata 19¼ 12½ Carpata 19¼ 12½ Carpata 19¼ 15½ Carpata 11½ 15½ Carpata 11½ 15½ Carpata 11½ 25% Carpata 10½ 25% Carpata 1	238 9.4 10 1 0.10 02 47 4 0.49 1.4 18 16 0.44 1.0 21 5 1.58 5.2 14 1 1.32 2.8 13 0.49 2.8 12 0.98 5.9 19	1022 u25 1 25 1 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	25 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
133, 113, Admini308 0.32 2.3 20 1133, 134, 148, 148, 231, 231, 231, 231, 231, 231, 231, 231	1346 1846 + 49 1226 + 46 344 + 44 1544 + 44 1146 + 46 1146 + 46	17 134 Controller 174, 721-2 Calpin 1754, 721-2 Calpin 175, 721-2 Calpin 175, 95-5 Careller 175, 95-5 Careller 175, 175-2 Careller 175, 175-2 Careller 175, 175-2 Careller 174, 175-2 Careller 174, 175-2 Careller 175, 175-2 Care	1.50 1.4 14 5 18 2.50 5.8 13 0.80 7.0 13 1 0.20 0.5 11 1.214 6.5 10 1.58 5.6 13 10.20 7.2 10 4.076 1.0 28 7.5 8 1 7.4 8.1 11 2	143 #77 16 %  ### 124 116 42  111 42 % 42 %  48 43 %  ### 43 42 %  578 43 42 %  578 43 42 %  578 43 42 %  107 ### 22 %  480 12 %  ### 12 %  ### 114 115 ##  ### 114 115 ##  ### 114 115 ##  ### 114 115 ##  ### 114 115 ##  ### 115 ##  ##	17 47 1 1 1 1 1 1 1 1 2 4 4 4 4 4 4 4 4 4 4 4
501-g 39-2 Automat. (0.46 1.0 271254 64%, 47 271-g 10-2 Automat. (0.46 1.0 2712572 62%) 2 2515772 62%) 2 25 Automat. (0.25 22.2 68 1.1 1.2 1.2 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3	48 +14 52 -24 52 -24 44 -4 54 +14 54 +14 54 +14 54 +14 68 +4	34% 28% Century Ti 45% 28% Contain N 45% 28% Complex S 61% 41% Complex S 61% 41% Complex S 64% 42% Contain S 10% 84% Contain S 24% 1% Contain S 35% 1% Contain S 35% 1% Contain S 35% 1% Contain S 25% 1% Contain S	25 6 14 1 0.20 0.3 8 0.20 1.3 11 2.48 2.4 1317 1 0.02 0.1 27 2.06 5.7 12 0.30 2.3 43 2.32 3.1 1710 0.05 2.4	246 402 327 522 154 152 530 15 15 244 76 74 103 1082 244 76 74 103 1081 247 122 133 257 123 152 257 123 152 258 364 36 258 364 36	3911 +4 2 153 · · · · · · · · · · · · · · · · · · ·
6% 6% Belinco 0.20 2.4 9 135 mbg 8 22 204 16% Beliar Frest 0.37 1.8 141 20% 22 41% 32% Beliar Frest 0.37 1.8 141 20% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 32% 41% 41% 41% 41% 41% 41% 41% 41% 41% 41	074 + 16 20 116 + 16 20 116 + 16 20 126 + 16 20 20 20 20 20 20 20 20 20 20	16 12% Chlorituds 17g 4% Chlorituds 17g 4% Chlorituds 17g 4% Chlorituds 50 30% Chlorit 17g 25% Chlorit 26% 26% Chlorit 26% 26% Chlorit 26% 134% Chlorit 26% 134% Chlorit 26% 134% Chlorit 33% 26% Chlorit 32% 1% Chlorit 26% 17% 17% Chlorit 26% 17% 17% Chlorit 26% 17% 17% 17% 17% 17% 17% 17% 17% 17% 17	0.20 1.3 5 12 20 32 1.60 4.5 642 1.16 1.8 21 4 3.32 1.8 12 2 0.81 8.1 2 2.46 6.0 20 0.40 1.3 21 3 0.36 1.3 15 16	116 16-1 14-2 14-2 15-3 16-3 16-3 17-3 17-3 18-3 18-3 18-3 18-3 18-3 18-3 18-3 18	1473 + 13 763 - 13 3874 + 13 3874 + 13 6854 + 17 416 + 12 3933 + 14 3933 + 14 3933 + 14 3933 + 14
51% 45 Bender 1.00 2.0 14 548 48% 47% 47 70% 47% Bender 1.22 1.8 171853 57% 58% 58% 58% 58% 58% 58% 58% 58% 58% 58	84 14 14 15 15 16 16 16 16 16 16 16 16 16 16 16 16 16	354 32 Corruy 374 395 Charac 374 395 Charac 385 214 Charac 385 214 Charac 385 224 Charac 385 284 Charac 385 285 285 285 384 285 285 384 285 285 385 285 285 385 285 285 285 385 285 285 285 385 285 285 285 385 285 285 285 285	1.80 5.2 16 2 2.12 5.7 17 0.14 0.4 28 11 2318 2.10 1.6 1619 8.00 6.1 7.00 7.9 12 4 12 1 0.44 1.7 16 3 0.08 0.3 357 0.12 0.6 19 13	590 34½ 34¼ 94 637½ 37 775 35½ 25¾ 227 22½ 22 025 129½ 127¼ 1 8 1095 97½ 1 342 8½ 66% 16 9 9% 516 25½ 25¼ 783 30 25%	34 A A A A A A A A A A A A A A A A A A A
29% 18,90 Barnels Srp	· · · · · · · · · · · · · · · · · · ·	10 <sup>1</sup> g - 1 <sup>1</sup> g Connectin 6 95 62 <sup>1</sup> g Connect 75 95 62 <sup>1</sup> g - 40 Connect 96 <sup>1</sup> g - 82 <sup>1</sup> g - Connect 4 <sup>1</sup> g - 1 <sup>1</sup> g - Connect 11 10 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75 13 15 <sup>1</sup> g - Connect 75	0.81 8.1 7.55 8.1 1.30 3.1 7 11 7.40 8.1 2.32 1.9 28 35 0.96 8.8 0.20 1.1 10 13 0.40 0.7 11 10 13 0.40 0.7 11 10 13 0.50 0.8 42211 0.03 0.1 66	95 104 97 15 415 97 11 97 97 12 124 24 125 124 13 30 105 104 105 30 105 105 105 30 55 15 55 15 30 70 56 15	41 2 4 98 14 15 16 16 16 16 16 16 16 16 16 16 16 16 16
BE OUR GUEST.		18 <sup>2</sup> g 11 <sup>2</sup> g Count Dain 42 28 <sup>2</sup> g Coppe 10 <sup>2</sup> g 11 <sup>2</sup> g Colombia 3 <sup>2</sup> g 45 Colombia 5 <sup>2</sup> g 7 <sup>2</sup> g Colombia 7 <sup>2</sup> g 12 Colombia 7 <sup>2</sup> g 12 Colombia 7 <sup>2</sup> g 20 <sup>2</sup> g Colombia 10 <sup>2</sup> g 30 <sup>2</sup> g Colombia 10 <sup>2</sup> g 30 <sup>2</sup> g Colombia 10 <sup>2</sup> g 31 <sup>2</sup> g Colombia 10 <sup>2</sup> g 31 <sup>2</sup> g Colombia 10 <sup>2</sup> g 31 <sup>2</sup> g Colombia	0.15 1.2 5 0.12 0.3 27 44 0.15 0.5 6 0.84 5.9 1 0.95 6.5 0.88 0.0 0.51 6.8 2 0.60 0.9 16 6 0.60 0.9 16 6 0.75 6.8 24 2 0.19 0.8 20 30	125 125 125 14 14 15 16 16 16 16 16 16 16 16 16 16 16 16 16	17 17 18 18 18 18 18 18 18 18 18 18 18 18 18
PHECILCIA  When you stay with us	1 2 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	4 <sup>1</sup> , 11 <sup>1</sup> , Consists 2 <sup>1</sup> , 2 <sup>1</sup> , Consists that a 5 <sup>1</sup> , 2 <sup>1</sup> , Consists that a 5 <sup>1</sup> , 2 <sup>1</sup> , Consists 01 a 6 <sup>1</sup> , 2 <sup>1</sup> , Consists 6 <sup>1</sup> , 10 <sup>1</sup> , Consist, 6 <sup>1</sup> , 10 <sup>1</sup> , Consist, 6 <sup>1</sup> , 3 <sup>1</sup> , Consist, 6 <sup>1</sup> , 3 <sup>1</sup> , Consist, 6 <sup>1</sup> , 3 <sup>1</sup> , Consist, 6 <sup>1</sup> , 2 <sup>1</sup> , Consist,	190 7.8 200 7.6 3 23952 3 0.10 0.2 70 70 29 S1 0.05 0.1 51 3	20 14 12 12 13 16 31 14 30 14 30 14 30 14 30 14 30 15 16 16 16 16 16 16 16 16 16 16 16 16 16	
in VALLETTA (Maita) Stay in touch - with your complimentary copy of the	2   2   2   2   7   3   7   5   5   5   3   3   3   3   3   3   3	N 1 18 48 Consent 44 6 5 2 Constant 5 5 2 20 1, Consent NG 44 2 1 Consent NG 44 1 2 Consent NG 45 2 10 Consent NG 45 2 2 Consent 74 4 74 Consent 74 4 74 Consent 85 24 2 Cons Store	0 17 0.7 30 13 6 8 1.09 1 7 24 95 1.32 5.6 13 1.32 5.6 13 2.65 6.5 2.10 7.0 10 59 5.00 7.1 1.94 2.4 18 20 1.95 2.9 16 11	70 25% 25% 2 48 10% 10% 1 50 22% 25% 25% 2 50 77 77 77 8 50 70% 70% 75% 5 70 55% 55% 5	372 16 315 1014 16 315 1216 +16 315 171 30 +16 31 1012 +1 401
FINANCIAL TIMES	10	61 55% CEgy 4.16 7 93 CEgy 7.45 8% 14% Com Mids	7.45 7.5 1.29 1.8	20 57 <sup>1</sup> 4 67 <sup>1</sup> 4 5 1 99 <sup>1</sup> 2 99 <sup>1</sup> 2 9 58 016 <sub>72</sub> 16 <sup>1</sup> 8 1	9 <sup>1</sup> 2 3위 6 <sup>1</sup> 4 28 <sup>3</sup> 9 <sup>2</sup> 6 - 1 46 <sup>3</sup>

Trips Pres. Close	Cirly 1967 YIL PF St. Cook Fro- Bigs Lawr Chook Life % & 1986 Migh Lowr Chook Choo	
444444	534, 40 Coopie 1.32 25 16 1139 5176 5174 5174 4. 2375 18 Coopie 124 0.34 1.5 16 2649 22 2 2 22 24 -2 2476 1276 Core Ind 9.24 1.0 17 259 6242 242 242 243 4.	i   77% 57% 58% 58% 10 1.84 21 17 943 77% 75% 75% +1%   i   70% 47% 58% 1 1.84 1.5 3045156 98% 88% 89% 41%
+12	5774 4612 Create 1.88 3.4 17 2988 5411 5414 5412 +5 58 3314 Create 0.72 1.3 34 5944 5514 5512 5512 41 3412 2413 Create 0.32 1.0 12 2803 3214 315 3176 +1	44g 21g Sem Host 254 37g 31g 47g 47g
4	2944 244 CONDENS   124 43 25 13 254 254 254 256 +0	1 634 624 68667 200 3.5 715713 5675 5672 5674 473 1 5475 5674 5675 5674 473 1 5475 5674 5675 5674 473 1
-15 -13	18 143 Code 2 34 154 15 154 44 434 224 44 44 44 44 44 44 44 44 44 44 44 4	50% 36% GenStax 1.02 2.0 19 3274 m50 2 49 4 50 5 +1 2 1
堤	୍ୟର୍ବର 33ର୍ବି ପର୍ମେଶ 1.16 2.5 30 713 41ରୁ 40 41ରୁ +ାନ୍ନ 18 <sup>1</sup> ର 12 <sup>5</sup> ର ପଳ <b>ଶ</b> ଳ ମ.40 8.5 13 487 18 <sup>5</sup> ର 18ରୁ 16ରୁ +ାନ୍ନ	28 <sup>1</sup> 2 21 <sup>1</sup> 4 Great 883 28 <sup>2</sup> 3 25 <sup>1</sup> 4 25 <sup>1</sup> 5 24 <sup>1</sup> 4 11 15 <sup>1</sup> 6 8 <sup>1</sup> 2 Greaton 21 375 14 <sup>1</sup> 4 13 <sup>1</sup> 2 14 11
16	243, 17% Cromptock 0.05 0.2 2979 245, 2313 245, +-7	20 11% Generation 18 914 234 224 13 13 13 234 235 236 236 236 236 236 236 236 236 236 236
-300 -7	27] 194 CUCIN 592505 244, 244 244 245 246 4 125256.74 Culton 50 287 1121104 1104 2 724 444 Cuntili 1.10 1.5 18 2856 704 674 684 4	1 93 71 Reside 200 22 41 8377 - 641- 921- 922- 9
-15 -2	11½ 16½ Carrentin 0.82 7.2 72 72 11½ 11½ 11½ 11½ -∴   62½ 45½ Carrentin 1.00 1.7 16 20 59 59 59 59	; 154; 124; Germany Fd 0.05 4.2 838 u154; 154; 154; 154; 154; 154; 154; 154;
i i	14 114 CV Reft 1.16 9.1 10 93 1214 1215 1215 + 2 55% 39 CVS 0.44 0.0 23 4129 55% 53% 54% + 1 16 11% CymSin 54 5385 15% 15% 15% - 2	8½ 6½ Sant Sep 2 27 6½ 6½ 6½ 6½ 17½ 17½ 10 Sant Bass 0.20 12 11 1198 16¾ 15¾ 15¾ 16¾ 14¾ 1995 72 5000 0.86 0.9 5511894 88½ 88½ 88¾ 87¾ 11½
4	354g 214 (Applement 0.80 3.2 44 3790 253, 244g 25 + 2 424 3374 (Applement 0.80 3.2 44 3790 253, 244g 25 + 2 424 3374 (Applement 0.80 3.2 44 3790 253, 244g 25 + 24	61 61 61 62 62 62 62 62 62 62 62 62 62 62 62 62
الخاصلة المؤسطة المؤسلة المؤا	- D -	26% 17% Gabel Mar 1820221 127% 25% 27 +1 175 58% 58% 58% 6 0.44 0.6 11 767 77% 77% 77% 77% 2
i.	254, 227, DPL Hids 1.38 5.6 13 1002 34,2 231, 24,2 41 223, Dalley Sum 0.14 0.4 24 1523 385, 277, 372, -1,5	48 <sup>1</sup> 4 35 <sup>1</sup> 6 Génch 1.10 2.4 23 2222 45 <sup>1</sup> 4 46 <sup>1</sup> / <sub>1</sub> 48 <sup>1</sup> / <sub>2</sub> +2 <sup>1</sup> / <sub>2</sub> 64 <sup>1</sup> / <sub>4</sub> 48 <sup>1</sup> / <sub>4</sub> 63 <sup>1</sup> / <sub>2</sub> 45 <sup>1</sup> / <sub>4</sub> 1.12 1.8 2810 65 <sup>1</sup> / <sub>4</sub> 61 <sup>1</sup> / <sub>2</sub> 65 <sup>1</sup> / <sub>4</sub> 1.14
-i-	395, 305, Denné 1.00 2.7 12 1354 38 371 371 371 57 5 52 39 Denném Co = 0.10 0.2 22 463 50 494, 468 + 4 15 11 2 Danindé 0.18 1.2 218 155 154 154 155 + 1 15	3612 374 GRU 2.00 5.5 12 3071 3563 37 3612 +13 6014 443 Gracett 0.58 1.0 23 2535 5614 572 5714 -3
4444	9½ 6-k Daxden 0.06 0.9 1254 9½ 6∆, 9½ 28-k 14½ Daxden 27 6822 a267 <sub>0</sub> 255 <sub>8</sub> 26½k,	55 70 2 Graph 1.08 1.3 20 1111 168 2 2 3 84 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
1	1 k, 7g Designolet 0 1597 e77g, 15g, 17g, 17g 56 367g DeymH 0.64 1.2 22 8170 657g, 54g, 55 -12 15g, 11 000, 6 380 17g, 11g, 71g	32% 234, 634FT 0.40 1.5 13 816 274, 282, 282, 14 54, 12 64, 12 61 Lates C1 0.60 1.5 14 1385 654% 534, 545, +2
4	11 12 57 DERIGONO 0.75 1.7 21 1070 845 447 451 3 1 Desar Process 0.75 1.7 21 1070 846 447 451 +12 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	254 275 Green May 212 9.1 11 115 234 234 234 444 444 413 284 Grantes 0.30 0.8 14 6159 3512 3512 413
7	58½ 38½ Deers x 0.80 14 16 8233 57½ 58½ 58½ 55½ 14½ 20½ 16½ Deers x 1.54 8.4 11 988 18½ 18¼ 18½ 14½ 180½ 66½ Deers x 0.20 0.2 8 5403 85½ 83½ 84 -22	15 173g GMM00 15 1433 u1544 1444 15 43g   1842 1834 1834 1834 1834 1834 1834 1834 1834
4	8 54 Deta Wood 554 67 67 67 68 44 42 32 1126 354 342 354 342 354 337 284 Deta 60 0.80 24 15 156 334 321 334 42	77% 61% (Success C. S. C
4	33 1, 25 1, December Cop 2 0.95 2.9 15 577 u34 33 1, 33 1, 1 1, 1 1, 2 1, 2 1, 2 1, 2	Eric ind camera in the 20 to total City City City City
	121, 55-1, DamOND7 31 5915 486-5, 821, 85-3, -37-3 27-2, 47-2 Damo Corp 20 47-5, 647-1, 47-5, 42-1-4, 47-5, 47-1-4,	- H -
4	38%, 25 Outs: 1986 38%, 37%, 37%, 3%, 3%, 35%, 28 Outs: 0.16 0.5 16 2591 38%, 34%, 35%, 34%, 35%, 34%, 35%, 35%, 35%, 35%, 35%, 35%, 35%, 35	24 <sup>1</sup> 2 15 <sup>5</sup> 8 MK Tel ADR 2 038 4.4 18 535 22 <sup>5</sup> 8 22 <sup>7</sup> 6 22 <sup>7</sup> 6 + <sup>2</sup> 6 18 <sup>7</sup> 9 16 MRE Props x 128 7.1 17 5 18 17 <sup>5</sup> 8 18 + <sup>2</sup> 4 184 <sup>7</sup> 8 59 <sup>7</sup> 8 Matter 1.00 1.2 31 7809 84 <sup>7</sup> 6 80 <sup>7</sup> 78 84 + <sup>3</sup> 14 1
<u> </u>	28% 19% 0mm/s 0.80 2.3 18 805 25% 25% 25% 4% 85% 66% 08mm/s 0.33 0.7 21/488 77% 75% 75% - % 44% 32% 0mm/s 0.40 0.9 28 889 544% 45% 44% 41% 33% 0mm/s 2.58 7.0 13 2377 37% 36% 36% 36% 36% 36% 36% 36% 36% 36% 36	28-i, 15% Historicol 5 27 25 24% 24% 13% 13% 13% + i 15% 14% https://doi.org/10.10.10.10.10.10.10.10.10.10.10.10.10.1
	95 71 Dombar Inc 0.14 1.5 5 550 91 9 9 1 304 305 Dombar Inc 0.14 1.5 5 550 91 9 9 1 305 Dombar Inc 0.14 1.5 5 550 91 9 1 9 1 9 1 9 1 9 1 9 1 9 1 9 1 9 1	27 k 19 k fronzklatar 1.58 7.8 26 39 20 2 20 2 20 2 20 2 9 5 5 2 Handleman 42 303 6 2 6 6 6 6 4 + 2
1	39½ 29½ Danuby 0.76 2.0 23 1726 38½ 37½ 38½ +½ 65½ 48½ Daver 0.68 1.1 18 1833 54½ 62½ 63½ +½ 22½ 78½ Dave Car 3.48 3.8 11 4023 91¼ 89½ 91½ +1;	30 1934 Hannay 0.42 1.5 20 276 2734 272 2738 +38 3344 +34 3032 Hannastori 0.54 1.5 19 370 352 3536 3536 +34
14g 14g 14g	45½ 33½ Domine 0.96 2.3 22 2711 42½ 41¾ 41¾ 1½ 1½ 41¾ 41¾ 1½ 24 18½ DomesPio 0.32 1.4 26 941 23 22¾ 23 1½ 22¾ 26½ 00E 1.36 4.5 12 1552 430⅓ 23⅓ 30¼ 1¾ 1½	51 42°5 HarrSin x 0.72 1.5 19 917 49°5 482, 49°5 +2.
4	14 8 L Draw 18 279 10 L 10 10 10 10 10 10 10 10 10 10 10 10 10	50 S3 <sup>2</sup> g Harley Day 0.28 0.5 24 3379 c50 <sup>2</sup> g 48 <sup>2</sup> g 49 - <sup>2</sup> g 58 <sup>2</sup> g 32 <sup>2</sup> g Harway Ind 0.20 0.5 13 1332 41 40 <sup>2</sup> g 41 41 <sup>2</sup> g 41 42 <sup>2</sup> g 43 - <sup>1</sup> g 49 <sup>2</sup> g 38 <sup>2</sup> g Harmay 4 0.40 0.9 15 1363 43 <sup>2</sup> g 42 <sup>2</sup> g 43 - <sup>1</sup> g 1
1	95 67 Dram 86 6 0.75 8.0 233 655 9.5 25 455 455 257 272 475 74 665 Du Port 4.5 4.5 6.2 2100 72 72 72 45	20% 15% Harate 22 3808 18% 17% 18% +% 22 3808 18% 17% 18% +% 32% 67% Harate 1.52 18 16 2545 66% 284% 85% +1% 1
	30 18½ Oscaromus 17 154 29 28½ 28½ -½ 49½ 41½ DakePo 2.12 4.4 1419322 48½ 48½ 48½ 45½ -½	31½ 25½ Harteline 0.88 0.3 25 4851 30¾ 30 30½ +¾ 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
	427g 344g Dulie ARY 204 5.1 20 159 404 385g 397g 41g 27°2 23°1g Dungrei 0.88 3.3 5148 27°4g 285g 27 422 552 465g Dungrei 2.52 1.9 918246 64 622g 632g 412g	101g 5 Harten 0.80 8.0 11 1545 7% 7% 7% 7% 7% 1% 1415 1415 1415 1415
*	31 27 Duqi, 41 2.05 B.B 2100 30 30 30 30 30 30 30 30 30 30 30 30 3	394 327 Housenes 244 65 14 1167 374 376 376 376 2 20% 1712 Hebret 1.44 7.7 16 1514 1876 1886 1876 1876 1 37% 31% Health Ca 244 6.7 16 387 3812 3814 3814 14
+1 -1- -1- -1- -1- -1- -1- -1- -1- -1- -	31 4 28 Dagt 4.2 2.10 8.9 21 30 2 30 2 30 2 15 4 16 16 16 16 16 16 16 16 16 16 16 16 16	21%, 11% Ministeriors 67 21%, 21%, 21%, 21%, 21%, 21%, 21%, 21%,
4	63 <sup>1</sup> g 26 <sup>2</sup> g Dynamics 0.20 0.3 21 84 61 <sup>1</sup> 2 61 67 -3.	] 20 12-2 (1990) 0.25 1.5 23 1.502 19-6 16-9 19-6 +-4   1
<u>ئ</u> ئ	·E-	52 kg 37 kg Houston 1.00 1.9 15 2707 51 kg 50 kg 51 kg - kg   50 kg 42 kg Hoston 0.80 1.4 31 1825 u58 kg 57 kg 58 kg + 7 kg
*	8 <sup>2</sup> 4 4 <sup>2</sup> 4 ECC ind 81 5 <sup>1</sup> 8 5 5 24 <sup>1</sup> 2 18 <sup>1</sup> 4 ESEG <sup>2</sup> 4 0.58 2.6 19 1175 21 <sup>1</sup> 2 21 <sup>2</sup> 4 21 <sup>2</sup> 4 2 <sup>2</sup> 4 8 1 <sup>1</sup> 4 EA bats 247 3 27 <sub>8</sub> 27 <sub>8</sub> 2 <sup>2</sup> 4	22 15% Heace
16 25 7 6 7 6 7 6 7 6 7 6 7 6 7 6 7 6 7 6 7	68 <sup>1</sup> 2 43 <sup>1</sup> 4 Emiliorus	147 123 Hithersto A 0.32 2.3 16 2190 14 1 137 14 1 + 1   1   1   1   1   1   1   1   1
1	64½ 50½ East2n½ 1.76 2.8 14 2008 62½ 61½ 62 ½ 94¼ 73¼ Biodak 1.76 2.3 2515055 80½ 77½ 78 -5½	174; 127; HEBROQSN: 0.52 3.9 18 61 164; 18 16 +4g   3
14	35½ 29½ Echim ( 0.90 2.5 16 1471 35¾ 35¾ 35¾ 4¾ 48% 36¼ Ecolabê× 0.64 1.3 26 2082 048 48% 48% 45% +¾	30 <sup>1</sup> a 24 Historit   0.32 1.2 31 9344 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup> a 27 <sup>1</sup>
	2 <sup>3</sup> g 11 Edisons Bro 20 11 1 11 11 11 11 255g 19 <sup>3</sup> g Edisonies : 1.00 4.0 15 8878 25 <sup>1</sup> g 24 <sup>1</sup> g 24 <sup>1</sup> g 24 <sup>1</sup> g 41 <sup>2</sup>	46.8632.08 HmeDep 0.20 0.4 3221013 4472 4312 4472 1873 1273 HmeDep 0.20 1.5 2816203 1372 1272 1372 +5 4 6 6872 5174 Hondald ADR 0.22 0.4 33 1022 8032 6042 6052 4132 3
444	6 3 3 8 8 6 7 6 7 6 6 6 7 6 7 6 7 7 8 7 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	80 5 83 4 Hayses 1 1.08 14 23 2339 78 3, 78 78 1 1 2 3 5 1 38 5 Hrchisan 1 0.54 1.1 15 229 151 5 50 5 50 1 5 1 2 1 1 1 1 2 2 1 1 1 1 1 1 1 1 1 1
	49 <sup>1</sup> 2 32 906 0.60 1.4 50 8051 42½ 42½ 42½ 42½ 57 <sup>1</sup> 2 44 <sup>2</sup> 2 904qat z 1.03 1.5 22 1303 58½ 55½ 55½ 56½ -½	27 23 21 tornet 0.62 23 25 382 27 26% 36% - 6 5 2 27 26 20 torner 0.12 0.6 59 8147 21% 21% 21% - 16 7
3	9 <sup>1</sup> g 6 Electat 29 229 6 <sup>1</sup> g 6 <sup>1</sup> g 6 <sup>1</sup> g 44 <sup>1</sup> g 44 <sup>1</sup> g 44 <sup>1</sup> g 44 <sup>1</sup> g 44 <sup>1</sup> g 44 <sup>1</sup> g 44 <sup>1</sup> g 4 <sup>1</sup> g 10 <sup>1</sup> g 7 <sup>1</sup> g EmgGerm <sup>2</sup> g 0.02 0.2 577 s <sup>1</sup> 0 <sup>1</sup> g 10 <sup>1</sup> g 10 <sup>2</sup> g 10 <sup>2</sup> g	12½ 8¾ HistakamSr 28 1040 12¼ 11¾ 12¼ +¾ 8   67¼ 52¾ Hosphian M 1.00 1.5 23 253 86¾ 66 66¼ +¼ 8
:	57 <sup>1</sup> 2 45 Enriell 1.08 2.0 22 8829 58 <sup>1</sup> 2 54 <sup>1</sup> 2 55 <sup>1</sup> 2 42 7 <sup>1</sup> 4 6 <sup>1</sup> 2 Enriell 7.08 2.0 22 8829 58 <sup>1</sup> 2 54 <sup>1</sup> 2 55 <sup>1</sup> 2 42 7 <sup>1</sup> 4 6 <sup>1</sup> 2 86 <sup></sup>	120½ 785½ Habd   1 56 1.3 21 3354 1185½ 1177½ 118 - 12 4 20 123½ Homed
4	894, 59% Engham ADR x 1.11 1.3 17 82 841 83% 841 +1	214 14 Hustone Fos 0.08 0.5 17 198 163, 163 <sub>0</sub> 163 <sub>2</sub> 34 14 14 14 14 14 14 14 14 14 14 14 14 14
1	43-3 29-4 EGraADR 0.90 21 10 1945 p43-2 43-2 43-2 43-2	24 <sup>1</sup> 2 17 <sup>3</sup> 8 Novemen 3460 23 <sup>1</sup> 2 23 <sup>1</sup> 2 21 <sup>2</sup> 2 1 <sup>2</sup> 1 18 <sup>1</sup> 8 18 <sup>1</sup> 8 Head May C x 0.38 2.0 47 666 u18 <sup>1</sup> 6 19 18 <sup>1</sup> 8 + <sup>1</sup> 6
	55.23% Engylster 53 1500 pt73, 444, 47 -25, 22% 1505 pt73, 444, 47 -25, 22% 155, 25% 25% 25% 25% 25% 25% 25% 25% 25% 25%	8% 4% Handingston 7 153 4% 4½ 4% +½ 7 10 9% 9% 9% 9% 9% 3
	45 <sup>1</sup> g 35 <sup>5</sup> g Emma 0.90 2.2 17 6828 41 <sup>1</sup> / <sub>2</sub> 41 41 - <sup>1</sup> g 27 17 <sup>1</sup> / <sub>2</sub> Emma 0.96 0.12 0.7 20 6187 18 <sup>1</sup> / <sub>2</sub> 17 <sup>1</sup> / <sub>2</sub> 18 61 <sup>1</sup> / <sub>2</sub> 40 <sup>1</sup> / <sub>2</sub> Emma 0.96 0.12 0.7 20 6187 18 <sup>1</sup> / <sub>2</sub> 17 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> / <sub>2</sub> 61 <sup>1</sup> /2 61 <sup>1</sup> /2 61 <sup>1</sup> /2 61 <sup>1</sup> /2 61 <sup>1</sup> /2 61 <sup>1</sup> /2 61 <sup>1</sup> /2 61 <sup>1</sup> /2 61 <sup>1</sup> /2 61 <sup>1</sup> /	-I- 2
	24   16   Essent   0.20 0.9 67 2120 22   22 22 23 + 1 2 22 23 + 1 2 23 24 24 25 27 2 27 2 27 2 27 2 27 2 27 2	26 22½ 69° bec
	37 & 26 ½ Bapata	29 74 DF N3 20 279 24, 279 212 +12   3112 2842 toloho Per 185 5.9 14 310 314 314 314 314 4
	32°2 38°3 53,000 0.54 0.7 33 2307 40%, 45%, 46%, √2, 37%, 23% 53, 23% 53, 23% 23% 23% 23% 23% 23% 23% 23% 23%	35½ 26½ 36% 464 12 27 65 20 433½ 35½ 35½   🚉
d	10 <sup>3</sup> g 8 <sup>3</sup> g Elleyl 0.50 5.4 11 1178 9.3 9.3 9.3 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18 <sup>3</sup> g 18	31 275 NPx08: 254 67 260 304 304 304 4 10 32 28 NPx22: 210 88 2100 622 32 32 41 25 375 304 NC421
l a	55° 56° 565° 1 128 23 8 914 35° 55° 35° 4 4° 65° 46° 56° 56° 68° 68° 68° 68° 68° 68° 68° 68° 68° 6	48 42 <sup>1</sup> 2 BPmAPPA x 3.00 6.3 z100 47 <sup>1</sup> 4 47 <sup>1</sup> 4 47 <sup>1</sup> 4 27 <sup>1</sup> 5 20 <sup>1</sup> 4 Ben-2 x 1.24 5.5 8 1921 22 <sup>2</sup> 4 22 <sup>1</sup> 2 22 <sup>2</sup> 5 22 <sup>2</sup> 5 22 <sup>2</sup> 5
	.F.	584, 45 CT 2.18 3.9 21 498 557, 543; 554, 431 7 577, 274, Investor 659 241; 275, 24 3, 14 4, 17
	111 <sub>2</sub> 97 <sub>5</sub> FM braux 77 z0 101 <sub>8</sub> 101 <sub>8</sub> 101 <sub>8</sub> 15 14 FT Cearty 1.08 7.2 30 a15 1412 15	30 & 20 k lagued Bt. 12 424 33 4 38 25 3 4 16 16 16 4 16 16 16 4 16 16 16 16 16 16 16 16 16 16 16 16 16
	27 1474 Febrühlen 21 485 2772 2773 2773 413 4772 3874 Febrühlen 0.84 1.9 1727363 4474 4474 4474 872 474 Febrühlen 14 51 8 772 8 414	13 <sup>3</sup> 4 10 <sup>5</sup> 5 hode Grid 0.08 0.6 361 13 <sup>5</sup> 5 13 <sup>1</sup> 4 13 <sup>3</sup> 5 -4 1 <sup>18</sup> 27 <sup>3</sup> 4 22 <sup>7</sup> 5 ind Energy 1.14 4.7 14 64 24 <sup>1</sup> 5 24 <sup>3</sup> 5 24 <sup>3</sup> 5 -3 22
- 1	111 s 6 s Fershins 12 95 73g 72 72 그 및 1 373g 35월 Fershin 0.40 12 1920128 34월 32일 33월 3월 23일 283g 247g Fed Ritys 1.98 62 22 429 27일 25일 28일 25	22 33 41% kg/had 0.82 1.3 18 3189 624 614 624 +14 11 275 184 km/ss 2 0.20 0.8 17 2785 284 284 284 284 44
	67g 57g Febbers 0.000 1,4 13 331 512 512 512 4년   81년 42 Febbers 18 5021 58년 57년 57년 4월	18 <sup>1</sup> 4 16 <sup>1</sup> 4 14221405 0.25 1.5 16 13 17 <sup>1</sup> / <sub>2</sub> 17 17 8 8 8 4 8 4 4 4 4 4 4 4 4 4 4 4 4 4 4
1	77 / 23 k Federal Sq. 0.57 2.5 18 861 25 / 26 k 25 / 수 등 39 k 30 FeDest 21 2025 26 년 38 k 35 k 수 등 36 / 28 Ferra Corp. 0.62 1.5 18 507 26 35 k 37 k 수 등	4 2 2 h hilde 17 256 4 2 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4
1	193a 151a FedaCan 982 161a 1734 18 74 2934 Filox 0.38 1.2 7 2572 32 314 3153 -1 185a 1132 Augrhadi 0.16 0.9 19 1825 1832 1842 1843 1844 -1	52'2 40 MFF x 1,44 2.9 29 4377 45°5 43°5 43°5 - 2 18 29 17'4 indian x 0,80 2.9 1867 27'4 27'5 27'5 + 12 18
	607g 385 FAMBLE 1 25 25 16 1302 48 48 48 48 4 2 300 12 13 13 13 13 13 13 13 13 13 13 13 13 13	64% 47 happen 0.78 12 24 1335 64% 65% 64 4 58 46 4 65% 3335 behara 0.72 1.7 9 201 41% 41% 41% 41% - 4
	20 20 lg Find Brook = 0.52 1.4 13 971 22 lg 21 3 22 lg + lg 52 lg 70 22 lg 21 3 22 lg + lg 52 27 27 27 27 27 27 27 27 27 27 27 27 27	30 <sup>1</sup> 4, 277 <sub>8</sub> interPer 2.06 7.1 11 27 29 <sub>1</sub> 2, 29 <sup>1</sup> 4, 25 <sup>1</sup> 2, 4 <sub>1</sub> 2, 1 On 3 <sup>1</sup> 4 interTNN 204 3 <sup>1</sup> 4, 2 <sup>5</sup> 6, 3 <sup>1</sup> 4, 4 <sub>1</sub> 6, 1 <sub>2</sub> 6
	18 <sup>1</sup> 2 13 <sup>7</sup> 6 Float Fef 0.21 12 254 17 <sup>7</sup> 4 17 <sup>7</sup> 5 17 <sup>1</sup> 6 -16	197g 15% (millione) 0.12 0.7 16 1901 177g 177g 177g 17g 14g 1912 107g int Rect) 30 2885 187g 177g 18g 1
•	812 (조2 Pathene 256 2.7 15 4390 97일 95일 96일    45g 175g Pathene	27-1144 longs Cp 39 0553 274 28-9 204 41 41 53 42'2 lonies 25 1411 43'4 64'5 42'5
!   !	13 <sup>1</sup> 2 25. Finster Co 0.84 2.7 16 2124 31 <sup>1</sup> 4	16-5, 14 htsh lene 0.22 1.3 231 v16-1, 16-1, 16-1, -1 <sub>2</sub> ; ; ; ; 17-1, 11-1, 16-1, 1
1	10 15 15 Remark 0.08 0.5 25 1042 17 1 17 17 17 18 18 18 19 19 19 19 19 19 19 19 19 19 19 19 19	10 <sup>1</sup> / <sub>2</sub> 8 <sup>1</sup> / <sub>2</sub> 224 <sub>7</sub> Frank 0.24 2.4 82 9½ 0 <sup>1</sup> / <sub>2</sub> 81 <sup>1</sup> / <sub>2</sub> 11 <sup>1</sup> / <sub>2</sub>
!   !	8.18 11½ Florents 0.43 2.5 21 7349 77½ 16% 17¼ ¼ 16% 42½ Floren 0.70 1.3 25 347 55½ 55 55¾ 5% 46½ Floren 0.76 1.4 33 4757 55½ 54½ 55½ 45½	440 40
۱) ا	82 59% PMC Co 15 1054 89% 79값 80년 4월 1 174. 18½ Poster 895 25 24월 24년 4년	## 146 ##
.	8월 8 Forthur 0.73 8.3 61 m6월 8월 8월 4년 38 30월 RomBad 127 15 19 2892 38월 36월 36월 4월	25 <sup>1</sup> / <sub>2</sub> 25 <sup>1</sup> / <sub>4</sub> Jacobs Bug 17 555 27 <sup>2</sup> / <sub>4</sub> 26 <sup>2</sup> / <sub>4</sub> 27 <sup>2</sup> / <sub>4</sub> + <sup>1</sup> / <sub>4</sub> 19
1 4	35 354 Fostere 024 20 22 780 43% 42일 43 + ) 8월 42일 FFL 1.52 4.1 13 1298 45일 46일 46일 46일 1월 10일 France Str 0.08 0.7 504 11값 11월 11일	75 55 Jan Ole 0.04 0.6 207 74 7 7 長 🕾
	7844.39 Fmide: 0.36 0.5 25 1229 74 72 73 +13	1842 1842 1845 1846 7.88 7.8 7.8 2 1844 1845 1845 185 185 185 185 185 185 185 185 185 18
'	8 3 3 Fritands 0.10 1.7 21 57 51 61 51 51 4	651 351 hands 0.86 2.0 10 1197 434 427 43 44 36 66 10 10 10 10 10 10 10 10 10 10 10 10 10
	2월 20년 ProMcSi 0.36 1.3 31 455 27년 27년 21년 1년 3월 25일 PMCSi 0.90 34 24 2839 28년 25년 28년 1년	25/2 19/4 Lindows in 0.68 33 29 1137 127/5 26/4 27/5 +1/4 24/
	44: 252; Founces 0.90 32 25: 2821 28 271; 271; 41; 02; 254; 44; 401; 401; 41; 41; 41; 41; 41; 41; 41; 41; 41; 4	- K - 22
	마는 84 PAAnEst 1280 0.9 - 30 105½ 105 105 - 그,   25 16월 Pagnet Ent 13 23 21년 21 21년 4월	37 1. 29 1. RIM R Ober 1.02 28 2122 36 1. 36 1. 36 1. 41 1. 47
3	1%, 20 Pumpa	99 79 km/2 45 450 47 20 95 95 95 145 451 311 271 km/stP PT 12 22 22 23 23 23 23 23 + 11 114
	- G -	412 31, Exem Serv 17 255 31, 34, 34, -2, 421 254, 273, NamCe 1.52 5.5 28 6005 281, 29, 29, 44, 147
1	37, 477, 947% 1.84 2.9 13 1607 1647, 63 643, +114 643 34, 690 649 +114 643 34, 690 643 644 643 644 643 644 643 643 643 643	17½ 15½ 150% 150% 150 6.1 2 15½ 15½ 15½ 14¾ 5 68½ 65½ 15½ 150% 150% 150% 150% 150% 150% 150% 150%
;	2018년 676 F125 1.25 6.2 2 1220년 20년 20년 4년 1월 8년 62560 Eq. 1.00 8.3 1636 16년 10년 10년 4년 7월 29월 600000 x 1.24 34 13 145 38월 38월 38년 4년	187 123 sendment 0.36 1.7 14 1517 172 1716 1714 18 45 51 47 18 18 18 18 18 18 18 18 18 18 18 18 18
11 3	8년 21년 Gametria 1.44 1.4 21 3775 104년 102년 102년 102년 - 1월 1 2월 28 Capine 0.30 0.8 2414012 39월 38월 38월 38월 4월 5년 20년 Gametina 0.40 1.8 26 722 27 22년 22년 - 원	927g 84 Kellegg 1.56 1.9 39 3990 9114 89 905g +14 27 391g 195g Kellegood 0.84 2.1 17 1700 x301g 29 301g +14 255
1 4	54 34% GC Cox 20 54 44% 44% 나는 15 17% Gencery 0.80 22 6 1513 27% 26% 26% - 등	11 <sup>1</sup> 2 10 Kampa Mullan 0.87 8.1 207 1012 105 1022 + 1 14 <sup>1</sup> 10 <sup>1</sup> 6 5 <sup>1</sup> 2 Kampar Ha 0.80 8.8 236 110 <sup>1</sup> 6 10 <sup>1</sup> 6 10 <sup>1</sup> 6 - 1 202 13 <sup>2</sup> 6 12 <sup>1</sup> 2 Kampar Ham 0.87 6.4 328 13 <sup>2</sup> 6 13 <sup>2</sup> 6 13 <sup>2</sup> 6 25
		· · · · · · ·

YORK STOCK EXCHANGE PRICES

Š	-L-	
	2년 1년 LA Char 174 년 1월 1월 1월 1월 1월 25월 27일 18월 18월 1 1,15 52 14 2200 22 27년 22월 4월 45월 25일 18일 1월 2 20일 18일 18일 18일 21 22 22 22 23 24 2 23 4월 1일 20일 18일 18일 18일 18일 18일 18일 18일 18일 18일 18	
	37 29 4 1479 0,84 2.3 14 71 36 7 36 7 36 7 36 7 1 37 1 37 1 37 1	
5	84 612 Lungson & S 0.05 0.6 7 126 77 77 77 41 77 41 37 225 Lungson & S 0.05 0.6 7 126 174 77 77 41 42 37 225 Lungson & O.46 0.20 0.7 22 1445 287 27 27 4 4 32 4 124 24 124	
	28 <sup>2</sup> g 21 <sup>2</sup> g Languagi 0,76 2.5 15 40 29 <sup>2</sup> g 28 <sup>2</sup> g 29 - <sup>1</sup> g 27 22 <sup>2</sup> g Lan Britanp 0,52 2.1 19 155 25 <sup>2</sup> g 25 <sup>2</sup> g 25 <sup>2</sup> g 25 <sup>2</sup> g - <sup>1</sup> g 27 27 27 28 28 29 29 29 29 29 29 29 29 29 29 29 29 29	
7.007.5	44% 28% Leteran   0.24 0.8 11 2805 42% 42% 42% 42% +%   53% 24 Lenney Cip 0.10 0.3 12 1008 32% 32% 32% 32% +% +%   42 3% 18 4% 4% 4% 4% -%	
2	13% 11% thaseof 1,28 9.7 833 13% 13% 13% 13% 4.6 43% 37% Desty Co. 0,80 1.9 14 118 42% 42% 42% 42% 42% 13 2020 1345 1345 134 42%	
	2074 1612 Lindid   0.48 2.4 13 5146 2014 1975 2014 + 19   6875 49 Lincolling : 1.98 3.0 13 2211 6876 6876 6874 + 14   1814 1674 Lincolling   2.72 14.5 28 1874 1875 1874 + 19	
- B. W. W. W. W. W. V. W. W. V. D. W. W. V. W.	514 314 1550 0.45 0.92 17 314 41 41 41 41 55 18 4 15 14 55 18 4 18 4	
	41's 27's Loyeum Sp. 0.16 0.5 37 503 35's 34's 35 + 6 112's 65's Lowes 1.00 1.9 9 2241 112's 102 102's + 6 103 103's 103's 103's 103's 103's 103's 103's 103's 103's	
	24/2 21/2 Lighti 1.78 7.8 10 576 23 22/2 22/2 - 12 27/2 22/2 Langellong x 0.55 2.1 17 484 25/2 25/2 25/2 - 12 19 15 Longellong x 0.64 27 25 201 17/2 17/2 17/2	
	22 17 Louist 0.58 28 3158 422 215g 2113 + 12 40 4 315g Louist 0.22 0.6 183738 3512 3374 35 - 316 142 115 LTV \$ 0.12 0.9 12 2138 1416 14 14 - 12	
à	43° 31° 3 Lutar Cate 0.50 42 12 351 1912 1914 1914 12 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
0 0 0 W	71 595 (monthes s 0.40 0.8 21 286 595 695 695 697 15 15 15 24 165 14 1444 15 16 60 225 225 225 15 15 15 25 216 226 226 226 226 226 226 226 226 226	
	- <b>M</b> -	
2	524 275 MONA 067 21 18 2542 31	
STATE OF STREET	: 67g 67g MF3 Sear Mr 0.50 7.5 10 338 61g 65g 65g +1/g 22 2 30 5 MF3 Rope 1.12 5.1 15 67 22 2 22 22 5 -2 4 41 32 4 MF3M Generi 24 1778 345 55 4 35 4 - 2	
	315; 21½ Manifanglis 20 373 2811 2812 2815 -1. 355; 224; Manyara Spr. 1.007 3.0 16 230 335; 334; 334; -1. 185; 124; Manyara Spr. 1.007 3.0 16 230 335; 334; 334; -1. 185; 134; Manyara Fx. 408; 143; 143; 144; -1. 41; 247; -1.	
	44½ 34½ Bilatet 0.66 1.7 17 2807 40½ 36½ 36½ 38½ +½ 35½ 22¼ Melher 0.44 1.3 20 153 35½ 35½ 35½ +½ 35½ 35½ +½ 35½ 35½ +½ 35½ 35½ +½ 35½ 35½ +½ 35½ 35½ +½ 35½ 35½ +½ 35½ 35½ +½ 35½ 55½ +½ 35½ 55½ +½ 35½ 35½ 55½ +½ 35½ 35½ 55½ +½ 35½ 35½ 55½ 55½ 55½ 55½ 55½ 55½ 55½ 55	
	4½ 3½ Materia Lone x 0.307 7.4 9 102 4½ 4½ 4½ 4½ 34½ 34½ 34½ 34½ 34½ 4½ 6½ 5½ Materias 0.30 3.7 15 64 8½ 8½ 8½ 4½	ļ
	25 4 22 Mark W 0.16 87 43 1658 24 5 34 24 6 4 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	١
6	19 37 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
8	77 3 1 1 1 27 41 40 1 40 1 1 1 27 41 40 1 40 1 1 1 20 2 1 2 1 2 1 2 1 1 1 1 2 1 4 1 4 1 1 1 1	
	19° 12° Marchin 18 144 19 18° 18° 18° 18° 18° 18° 18° 18° 18° 18°	
	104 27 Mess 4 0.4 12 27 6440 32 3 3 39 4 + 1 3 35 22 1 Mess 5 0.4 12 27 6440 32 3 3 39 4 + 1 3 35 22 1 Mess 5 0.4 12 27 6440 32 32 32 32 32 32 32 32 32 32 32 32 32	
	4612 3274 McDantor 0.38 0.8 17 65 4614 4512 4619 +58 5474 4212 McDatt 0.30 0.6 2032586 4914 47.2 49 +12	
	627g 447g McSnmH 1.44 2.3 24 2413 62 61년 61년 12 80월 513g McKess 1.00 1.3 797 793g 79 793g 12 88 435g MacaCo 1.20 1.7 20 2311 670년 69 68월 4월	
	41½ 33½ Mediss Crp 0.60 1.5 11 129 36½ 35½ 36½ 36½ 48½ 34½ Medissk 1.32 2.8 17 2785 48 47½ 47½ 47½	
	9 <sup>1</sup> 2 8 <sup>1</sup> 4 Markin 0.84 8.8 10 69 <sup>1</sup> 2 9 <sup>1</sup> 2 9 <sup>1</sup> 2 66 <sup>1</sup> 4 46 <sup>1</sup> 8 Marcis: 1.20 1.8 19 8448 65 <sup>5</sup> 8 63 <sup>1</sup> 4 64 <sup>1</sup> 2 +1 <sup>1</sup> 8 105 <sup>1</sup> 4 78 <sup>1</sup> 8 Marcis: 1.68 1.7 3024344 102 <sup>2</sup> 4 100 <sup>2</sup> 4 100 <sup>2</sup> 4 100 <sup>2</sup> 4 <sup>2</sup> 4 1	
	1.16 1.5 17 98 74-2 73-4 74-2 + 4 1 30-2 22-4 Medito 0.25 0.9 25 974 23-2 23-2 23-2 23-2 + 2 1 53-2 33-4 Medito 0.80 1.3 14 8332 53-2 51 53 +12 1 23-2 53-2 51 53 +12 1 23-2 53-2 51 53 +12 1 23-2 53-2 51 53 +12 1 23-2 53-2 51 53 +12 1 23-2 53-2 51 53 +12 1 23-2 53-2 51 53 +12 1 23-2 53-2 51 53 +12 1 23-2 53-2 51 53 +12 1 23-2 53-2 53-2 51 53 +12 1 23-2 53-2 53-2 53-2 53-2 53-2 53-2 53-2	
	47s 41s Messatr Tex 9 64 47s 641s 41s 41s 11s 213s 161s Messatr Noc 13 7 211s 211s 211s 211s 211s 11s Messacr Not 2 62 30 5 2153 273 203 27	
	50/2 34/2 MEEC 0.10 0.2 21 2549 48½ 48¼ 48⅓ 41½ 45¼ 43¼ 42½ 42½ 42½ 4½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½	
	17% 15% Micamicing 1.20 7.0 13 643 17% 17% 17% 17% +% 22% 18% Micamicing 0.0 650 27 44 2588 22% 21% 22 +% 22 +% 23 25% 27% 22 +% 23 25% 27% 25% 25% 25% 25% 25% 25% 25% 25% 25% 25	
	25 to 19 5 Minings Res 24 50052 25 to 24 to 27 to 19 to 20 to 4 to 27 to 19 to 20 to 20 to 20 to 20 to 20 to 20 to 21 to	
	244 184 Marchand 0.53 25 10 206 22 21% 21% 21% 35 64 44 773 60 000 21 21% 21% 35 64 44 773 60 000 12 12 20 171182 77 704 70% 41 14% 64 Marchan 188 64% 65 67 44 18 18 64% 65 67 44 18 18 64% 65 67 4 18 18 64% 65 67 4 18 18 18 64% 65 67 4 18 18 18 18 18 18 18 18 18 18 18 18 18	
	1476 64 Motecuter 94c 7 Montect 0.20 25 11 75 75 77 76 77 847 847 847 847 847 847 847 847 847	
	18° 17° 4 Managama St. 1 60 77 9 41 18° 2 18° 18° 18° 2 22° 18° 4 18° 2	
	77 - 17 - 17 - 17 - 17 - 17 - 17 - 17 -	
	14 <sup>5</sup> 2 9 <sup>1</sup> 4 Moratana 683 13 <sup>1</sup> 2 13 <sup>1</sup> 4 13 <sup>1</sup> 2 87 54 Maratana 648 65 4940990 85 <sup>1</sup> 2 85 <sup>5</sup> 2 84 <sup>7</sup> 2 -1 <sup>1</sup> 3 9 <sup>7</sup> 3 87 <sup>5</sup> 3 88 <sup>7</sup> 3 88 <sup></sup>	
	11½ 10½ Mousenharc 0.74 6.4 168 011½ 11½ 11½ 11½ 11½ 15½ 15½ 15½ 15½ 15½	
	- N -	
ŀ	654, 554, MCH Comp 120 19 14 121 512 512 512 513 +14 442 36 Mathicopa 0.70 1.8 3810 40 394, 392 442 485 -3 48 534 MCH Comp 0.50 0.6 12 437 474 484 485 -3	1
l	58½ 44% blaco 0.78 1.3 12 147 58½ 57½ 58½ 4½ 141½ 58½ 4½ 13 10 2.4 19 1853 41½ 40% 41½ 4½ 4½ 13 10 12 10½ 10½ 10½ 4½ 4½ 13 10 12 10% 41½ 4½ 13 10% 41½ 4½ 13 10% 41½ 4½ 13 10% 41½ 4½ 13 12 10% 41½ 4½ 13 12 12 12 12 12 12 12 12 12 12 12 12 12	1
١	70 48 Maghidh. 1.22 2.0 18 18637 864, 8616 6616 24 L 1976 Shudadhin. 1.58 86 16 345 235, 234, 232,	
	734, 594, Nat America x 3.42 4.6 12 267 n27 4742 7742 412 552 414 1000px 1.77 31 16 2467 647 534, 534, 547, 472 534, Natura no no no no no no no no no no no no no	2 4
ľ	50 g 50 g magnet r 120 2.4 22 1762 mile 50 g 50 g 52 g 52 g 52 g 52 g 52 g 52 g	2
1	1912 9 Newstr 29 3736 at 922 19 1913 + 72 1	2
	22 19-5 Remain Per x 1.80 7.4 15 412 215-215-21-6 21-6 +12 54 45-180 AB U 55-10.7 471 15-6 5-5 5-5	335
	39 33 4 NENGS 2.36 6.2 11 823 35 4 28 39 4 4 4 6 6 6 17 18 18 18 18 18 18 18 18 18 18 18 18 18	1
	2012 년 1년 1887 1882 년 12 1 12 10 23 12 22 1월 23 1월 1월 2 2012 20 1월 1872 25 1.40 55 10 487 21 1월 21 1월 21 1월 1월 1월 1월 1월 1월 1월 1월 1월 1월 1월 1월 1월	331
	22, 1614 Normali 0.40 1.8 16 .80 214 215 215 14 4 49 245 Normali 0.48 1.3 38 1476 385 374 385 414 775 385 Normali 0.48 1.3 38 387 376 385 375 414	4
4	22 17 2 Mars Corp 8.08 0.4 7 821 193 193 193 193 193 193 193 193 193 19	3
'	24 304 mission of 1.80 4.3 in 2.00 at 6 414 415 + 12 14 14 14 14 14 14 14 14 14 14 14 14 14	
1	64: 144 mass 220 22 15 15 10 10 2 10 2 13 2 4 2 13 4 4 2 11 4 1 5 1 5 1 5 1 5 1 5 1 5 1 5 1 5 1	
2	4. 方底图	
9	27 44 1850 x 2 22 54 13 667 22 515 516 44 1 1 15 160 2 10 16 16 16 16 16 16 16 16 16 16 16 16 16	7

- 5 -

| 1987 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100

ġ Ć 

المكنا من الاعل

THE STATE OF THE S

The same

TART III.

حكنا من الاحل

NASDAQ NATIONAL MARKET

FORMATION OF PRICES

FORMATION OF PRICES **NYSE PRICES** NASDAQ NATIONAL MARKET 4 pm clase July 10 4 pm clase July 10 1832 9 85 876 +14 396 314 315 314 +12 32 372 3315 3112 3212 -16 Buffets BuildersT Hartenyd 0.84 13 287 381, 371, 371, -7, HSO & Co x 0.08 5314091 7712 6958 70% -1 22 2390 5376 5116 5318 +12 FIT Free Annual Reports Service You can obtain the current snoul reports and it assistate quartenty reports of any companies on the US exchanges with a \$\tilde{\pi}\$ speaks. To order seports ring (international Access) 1-904-20-9087 or give the seames of the coaspanies whose reports you want and like your request to (informational Access) 1-904-20-8135. Reports will be earn the next working tigs, subject to availability. You can also order ordine at http://www.iching.com/legi-bin/til. Buller166g x 0.48 10 20 347g 347g 347g -14 - O - .i 14 66 12% 11% 12% +4 20 94 17<sup>1</sup>4 16<sup>3</sup>4 16<sup>3</sup>4 1<sup>1</sup>2 23 9750 23<sup>3</sup>2 22<sup>3</sup>4 22<sup>4</sup>8 - <sup>1</sup>8 Hillhofn?ch 44 2956 u18<sup>2</sup>g 17<sup>2</sup>q 17.71 +.46 OCtorien 2053 2/2 2 2<sup>1</sup>e +<sup>1</sup>e Octat-Hechinger Transfilid Transcend Transfirld 18 34 17<sup>2</sup>4 16<sup>2</sup>4 16<sup>2</sup>5 Transcend 105 3<sup>2</sup>5 3 3<sup>2</sup>5 Trenutck 0.98 11 524 39<sup>2</sup>2 38 39 - C -10 190 10<sup>3</sup>8 9<sup>3</sup>4 10<sup>3</sup>8 +<sup>5</sup>8 Odetics A 27 186 1514 1412 15 77 258 343, 34 343, +12 22 2832 t30 28 295 +14, 16 1169 20<sup>3</sup>2 19<sup>3</sup>2 19<sup>3</sup>3 | Itematics | 1986 | 11 | 524 | 389 | 2 | 38 | 39 | 4 |
Itamatics	837	175g	1612	1614	.5g	
Trumeton	669	2	4	115g	2	-1g
Trumeton	14	765	21	2014	2016	
Tanag Lab	57	376	316	314	-15	
TyefdA	0.10	28	3819	20	197g	1976
DN. E 188s High Low Close Chag						
0.32 19 5231 29<sup>1</sup>2 29<sup>1</sup>2 29<sup>2</sup>4 13<sup>2</sup>5 13						
20 7g 7g 7g 7g						
HMR She 100s Hilgh Law Class Clary Pi Sis Div. E 100s High Low Class Chang Stock Hastro Heath Ch 18 155 u20 193 195 Jg						
75 116 116 176 16 14 0.54 25 1810 53<sup>1</sup>3 52<sup>1</sup>3 52<sup>1</sup>6 16 8 214 15<sup>1</sup>8 15<sup>1</sup>8 15<sup>1</sup>4 +<sup>1</sup>8	Sheek	Div.	E	180k	High	Low Chows Chang
Age Wage	5	11	11	11	1	1
Aimpd	3	18	93	93	93	93
Affin Inc	10	68	5	3	3	5
April Ind	368	125	85	93	93	1
April Ind	368	125	85	93	93	1
April Ind	368	125	85	93	93	1
Ambidi	368	125	85	93	93	1
Ambidi	1838	143	137	144	1	
Ampel Ana	18	57	512	513	1	
April Ind	14	85	15	15	15	
Auditoriach	14	86	93	86	65	1
Auditoriach	14	86	93	86	65	1
Auditoriach	16	17	17	17	17	17
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17	17	
Analoniach	170	17	17	17		
Analoniach	170	17	17	17		
Analoniach	170	17	17	17		
Analoniach	170	17	17	17		
Analoniach	170	17	17	17		
Analoniach	170	17	17			
Analoniach	170	17	17			
Analoniach	170	17	17			
Analoniach	170	17	17			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170				
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170				
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	170			
Analoniach	170	170	IIS Intel Code of Bith hamucur 56 8340 801g 7714 7914 +15g US Tat x 0.60 23 198 47 4, 4712 475 UST Corp = 0.40 11 1440 21 2 21 2 21 1 21 1 +14 0.10 25 18 23\{ 23\{ 23\{ 23\} 23\} 23\} 2\] 56 845 53 55 51 +1 4 31 81 81 81 81 +1 Pegasus G Perini 1121 12 13 13 +3 Heest/ Utan Med 0.08 12 20 115 215 115 115 149 15<sup>1</sup>8 14<sup>1</sup>4 14<sup>1</sup>4 -18 11019 9<sup>1</sup>8 8<sup>2</sup>8 8<sup>2</sup>8 -<sup>1</sup>8 134 6% 6% 6% PMC : 1.28 11 58 14 8 14 6 14 8 +16 -P-Q-عدرقرا inglestätt x 0.66 14 352 164 157 167 +% 210 15 1537 474, 467, 467, 467, -18 0.30 37 951 685 68 6814 +14 0.24 18 192 2614 2612 2618 -14 4666 1012 1012 1078 -14 PacDunion x0.14 54 164 11 105g 11 +3g PHICHA 25 20 63 63 63 InstrunCp 0.16 16 90 1434 1432 1432 -14 CHI 868 5<sup>3</sup>8 5<sup>1</sup>8 5<sup>3</sup>8 + <sup>1</sup>8 38 163 11<sup>1</sup>4 10<sup>1</sup>2 11<sup>1</sup>4 + <sup>1</sup>4 57 191 12<sup>1</sup>8 11<sup>7</sup>8 12<sup>1</sup>6 20 18 18 18 Int. Coms - V -3207 45 418 intermana S.Mar Comp 2.28 12 3 52½ 52¼ 52½ +½ PacHCreB 27 10 65 12 65 12 65 12 Verimons \$\frac{1}{2} \times 0.23 \ 23 \ 282 \ 20 \ 19\frac{1}{2} \ 18\bar{7}\_9 \ \cdot -\bar{3}\_8 \ \text{Verimons \$\frac{1}{2}\$ \ 127 \ 1951 \ 14\bar{2}\_6 \ 13\bar{2}\_8 \ 14 \ -\bar{2}\_6 \ \text{Verimons \$\frac{1}{2}\$ \ 27\bar{7}\_8 \ 27\bar{7}\_8 \ 27\bar{7}\_8 \ \text{Verimons \$\frac{1}{2}\$ \ 27\bar{7}\_8 \ 27\bar{7}\_8 \ 27\bar{7}\_8 \ \text{Verimons \$\frac{1}{2}\$ \ 27\bar{7}\_8 3712 11월 11월 11월 🚜 4334885 4512 4174 4474 +118 Easin Co 0.46 19 20 1512 1514 1512 +16 Eako Bey 2085 54 54 54 44 Eool Es Ax 0.32167 10 51 51 51 51 Editor Es 16 415 94 51 94 Equific 220 99 95 8212 945 +76 Easts Co 0.46 19 20 1522 1532 1532 Inter Tel 39 538 23 22 2 23 +1<sub>8</sub>			
39 538 23 22 2 23 +1<sub>8</sub>
69 69 113 13 13 13 13 13 +1
21 204 14 2 14 14 14 14 4
4314514 25 12 25 4 25 1 1 2 0.26 16 807 22 4 22 12 22 12 1g Penn Trty JIS Corp Kinerk Cp 3233 10<sup>1</sup>6 9<sup>3</sup>8 10 +<sup>5</sup>8 Periment L 0.20 57 138 32 304 314 +14 Volvo B 0.48 247 2714 27 2716 -15 Fabruda x 0.70 18 69 317<sub>3</sub> 311<sub>4</sub> 311<sub>2</sub> 1<sub>5</sub> Fau A 220 13 2100 641<sub>5</sub> 641<sub>5</sub> 641<sub>5</sub> 14 Formula 941 441<sub>2</sub> 431<sub>5</sub> 441<sub>2</sub> +11<sub>2</sub> Frequency 0.60 16 671 161<sub>2</sub> 161<sub>4</sub> 181<sub>4</sub> +1<sub>4</sub> PeopBridC: 0.67 19 249 2612 253, 2638 +1 18 1529 10½ 9½ 10 +58 14 361 124¾ 24 24<sup>1</sup>2 +58 0.06 25 315 5<sup>2</sup>3 5<sup>3</sup>2 5<sup>3</sup>4 √2 Peoples H 0.72 17 257 38 37 4 38 B In/Dain/OA 42 11 83<sup>1</sup>2 92<sup>1</sup>2 93 Invastre x 0.05 18 7503 284, 224 24 +138 Peopleoft. 17010457 6232 6058 6132 23 1407 1213 1258 1216 1 Rio-Rad A Aprilologido 1,01 39 2 236 235 236 +2 | Wang Lab | 2676 | 22½ | 21½ | 2½ | 4½ | Warmisch | 30 1042 | 10½ | 9½ | 6½ | 5½ | 4½ | 834 | 63½ | 4½ | 834 | 63½ | 4½ | 834 | 63½ | 4½ | 834 | 63½ | 4½ | 834 | 63½ | 63½ | 4½ | 834 | 63½ | 63½ | 4½ | 834 | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 63½ | 28 29 24 24 24 18 178 294 294 287 18 25 11 47% 47% 47% US Cassa 165 (50 30½ 29½ 29½ -¾ 167 3205 30½ 30½ 30½ -⅓ 1.12 20 ±0 13¼ 13¾ 13¼ +¾ Yacar8 24 33 14% 14<sup>1</sup>2 14<sup>1</sup>2 <del>-1</del>8 Compress 0.20 18 24 40 395g 40 +3g ConfoCaA2 0.01 98 4½ 64 4½ +3g Consince 19 20 27 27 27 27 MSR Expl 300 7 13 13 14 WEET 14 1300 6<sup>1</sup>8 6<sup>1</sup>8 6<sup>1</sup>8 + <sup>1</sup>8 29 12<sup>1</sup>8 12<sup>1</sup>9 12<sup>1</sup>2 - <sup>1</sup>4 Jason Inc Johnson W 432 13<sup>1</sup>8 12<sup>5</sup>8 13<sup>1</sup>8 +<sup>3</sup>8 PiomearSt z 0.12 15 1805 15<sup>1</sup>4 14<sup>1</sup>2 15<sup>1</sup>8 +<sup>1</sup>8 5485 15 14 14 6 758 號 數 縣 📆 医语语语语录 Jones Int NedPatDev Xytronik 29 508 15<sup>1</sup>4 15 15<sup>1</sup>8 + <sup>1</sup>8 43 2566 23<sup>1</sup>8 22<sup>1</sup>2 23<sup>1</sup>8 + <sup>7</sup>4 7 20 5<sup>7</sup>8 5<sup>7</sup>8 5<sup>7</sup>8 + <sup>7</sup>8 Jones Med 0.10 4327549 35 327<sub>8</sub> 34 +13<sub>4</sub> JSB Fin 1.40 16 7 44 42<sup>1</sup>2 44 + <sup>1</sup>8 Juno Lig x 0.32 13 146 15<sup>1</sup>2 15<sup>1</sup>8 15<sup>1</sup>8 - <sup>7</sup>8 PilitardA PLOTE Waltohan L 0.28 13 13 13 125 13 +4 CoveryCp 8 7227 16-1; 15-1; 16-1; Crecker B 0.02 21 3740 26 25-1; 25-1; 0.68 8 6 197 197 197 Jestin z 0.16 15 336 134 13 134 +4 2 21 3740 26 25년 26년 - 1년 2211334 18년 - 18 18년 - 1년 17 571 u18<sup>1</sup>4 15<sup>1</sup>2 18<sup>1</sup>4 +2<sup>1</sup>4 دا قائ ما 1005 Press Case 78 6 5% 5% 1 Pres Life 0.20 15 745 181g 175g 181g +1g 36 825 157<sub>8</sub> 151<sub>4</sub> 153<sub>8</sub> -3<sub>8</sub>
422 9 85<sub>8</sub> 832 Cump - K -175 4458 48 4312 47 2 +32 Have your FT hand delivered in K Swass z 0.06381 94 1514 1414 1514 +3 11 1705 2312 23 2314 +14 Kamen Cp x 0.44 29 542 u1612 1578 1818 18 1451 16<sup>1</sup>2 14<sup>5</sup>8 16 -3 -X-Y-Z-1589 44 42 42 Kelly Sr 0.84 16 374 31 4 30 2 31 4 +1 4 Prod Ops 0.28 35 ±0 70<sup>1</sup>2 70<sup>1</sup>2 70<sup>1</sup>2 341976 48½ 48½ 49 4½ 17 2489 12½ 11½ 12½ +½ 1498 5 62 4½ 1233 24½ 23½ 24½ +½ 14 986 65 8½ 65 4½ Kimbal v 1.16 14 187 40 3912 40 71011081 54% 53 54% +} 281535415512 52% 55% +12 Qual Food 21 20 391 391 391 +11 Xome Corp 203 18 643 18 +35 Cambina Carcinaly Koti A 1955013 244 23% 25% +% DSC Cz 5048027至254 269 +以 11 8885 182 172 17注 🔏 17 1886 31 4 281<sub>2</sub> 281<sub>2</sub> -11<sub>2</sub> York Rects z100 103 103 103 -1 148 3/2 3<sup>1</sup>4 3/2 +2 Dert Grou Xxiida S 12150 ±39 36 39 +2<sup>3</sup>2 246 4845 754 725 74法 语 ZoosUtah x 9.48 20 1982 35 34 4 DataSex Datascons Datascope 70 884 195<sub>9</sub> 19 195<sub>8</sub> DaspinisDp x1.20 18 x0 427<sub>8</sub> 427<sub>8</sub> 427<sub>9</sub> **EASDAQ** Deb Strops: 0.20 568 4 634 37 12 Debisib Se 0.20 50 20 732 732 732 +11 EASDAQ is a fully regulated independent pair European Stock Market locused on high growth companies with international aspirations. The shares of companies on the EASDAQ Stock Market can be bought and sold through EASDAQ Members. EASDAQ Members are made up of Brokers and Banks from across Europe Gain the edge over your competitors by having the Financial Times delivered to your home or Description 0.44 37 287 29 29 28 28 2 28 4 + 1 office every working day. Hand delivery services are available for all subscribers in the business 4867450 130<sup>1</sup>2126<sup>1</sup>8128<sup>1</sup>8 centres of Lisbon, Oporto, the Algarve and in Funchal. Please call +351 01 840 82 84 or fax USSS 125 -0 125 0 B25 3.125 USSS 525 23172 11.125 8.5 FF145 906 18 14 USSS 5.5 -0.125 400 27.75 16.675 USSS 2.5 0 12.25 5.375 USS 11.25 -0.125 20890 12.75 10.375 ActinCood Artwork Systems Chemunes Dr Sotomous AOS Meter Inti NTL +351 01 8404579 for more Information. US\$24.75 +0.25 US\$24.725 <u>8.125</u> 21.075 Dr Storton's AUS 1896.03 19.163 19.06 12.25 5.375 Schottle-Bickman S 1888.25 0 12.25 5.375 Schottle-Bickman S 1888.25 10.375 Schottle-Bickman S 1897.06 10.7767. Piesse note that mid prices are now used to calculate highs and fows. Information about EASDAQ can be bound on the Web site at: HTTP://WWW.EASDAQ.bet/1897.06.06 19 3.875 900 0 3700 6.125 1020 Financial Times. World Business Newspaper. -3

Information about EASDAC can be round on the vieto size at: http://www.eastac.com/ EASDAC offices are located in Brussels (fel. 32-2 / 227 65 20) and in London (Tel. 44-171 / 489 9390

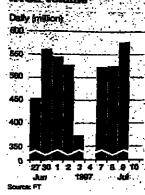
Dorch Han 0.72 16 77 123, 121, 121, 121, +14

## **US** shares higher at midsession

#### **AMERICAS** Wall Street overcame further early downward pressure,

after Wednesday's sharp fall, and by midsession the market was showing modest gains, writes John Labate in New York. In early afternoon trade,

the Dow Jones Industrial Average had risen 23.97 to 7,866.40. The broader Standard & Poor's 500 index also HYSE volume



inched higher, by 3.12 to 910.66. Among the Dow stocks, General Electric gained \$10 to \$69% after composite index was marginreporting second-quarter earnings slightly ahead of 1.11 forecasts. J. P. Morgan also International Paper surged \$2% to \$57%.

On the downside, Eastman Kodak shed \$1% to \$781 and Johnson & Johnson slid \$1摄 to \$61%. Banks were mostly higher as Citicorp gained news.

\$1% to \$1284 and BankAmerica added \$4 to \$66%. Wells Fargo, which issued a profits warning on Wednesday, rose \$1% to \$262. K-Mart, the struggling retailer, lost \$11 or nearly 6 per cent to \$10 after announcing its expectation of lower profits.

Value Jet, the low-cost airline, surged \$% or more than 11 per cent \$7% after announcing merger plans. Leading technology stocks were mostly lower as the

Nasdaq Composite Index edged 1.35 lower to 1.485.28. Following Wednesday's departure of its chief executive, Apple Computer dropped \$\frac{1}{2}\$ or more than 5 per cent to \$13. Compaq Computer was off \$% to \$120% after the company released better than expecand a new line of low-priced computers. Microsoft fell \$% to \$130% after reports that the company was reworking its on-line services.

TORONTO ended the morning session little "The uncertain changed. trend on Wall Street is keep-ing everything on hold," said one broker. At noon, the 300 ally lower at 6.573.50, down

Golds moved forward on beat expectations as its the back of a better start for shares rose \$1/4 to \$106%, the bullion price, but banks were dull and the broad market was mostly mixed. Northern Telecom was one of the morning's brighter features, rising C\$1.25 to C\$\$134 on upbeat contract

### **Mexico City lower**

MEXICO CITY moved lower as profit-taking set in after the recent run of record highs. Telmex edged higher, adding 10 centavos to 21 pesos, but most leaders were heading determinedly south by the close of morning trading. Bancomer fell 9 centavos to 4.40 pesos in heavy volume. At midsession, the IPC index was off 34.25 at

according to HSBC James Capel. Mr Geoffrey Dennis, global emerging markets strategist, said that in spite of shifting some money at America to Asia last month, he remained overweight in Latin America

He expects an extension of the strong first half perfor- higher after a see-saw ses-Latin American equity mar- emerging markets since 1993 kets in the first half of the and there is little reason for year is expected to continue, this rally to end at present."

### Strong bullion prices send South Africa ahead

strongly after a good day for bullion and better than expected results from Goldfields sparked a rally for

The all-share index improved 38.7 to 7,337.9. Industrials put on 39.2 to 8,798.5 but the main drive came from golds where the index surged 42.1 or 4.7 per cent to 947.4. Goldfields jumped R2 to R95.

• Flemings, the UK investment bank, has launched two pan-African dollarbased indices, the Fleming Africa index of 11 markets including South Africa and a 10-market index that excludes Johannesburg.

Mr Jonathan Garner, Middle East and African strategist at Flemings, argued that Africa, both north and

NATIONAL AND REGIONAL MARKETS

Hong Kong, China (66)......511.67

Belgium (29) . Brazil (30).....

Ireland (17).

Malaysia (107) .. Mexico (27) ....

Norway (41)

Philippines (22) ... Singapore (42) ... South Africa (44).

urope Ex. UK (505). Pacific Ex. Japan (396) .....307.62

erlande (19)

FT/S&P ACTUARIES WORLD INDICES

304.09

...99.07

..1728.15

\_85.42

\_272.63

.367,78

\_281.05

208.92

Last year, he said, Africa was the second fastest growing developing region in the world, accounting for 8.6 per cent of developing country GDP and 11.3 per cent of all developing country

Total market capitalisation of African stock markets more than doubled from \$136bn in 1989 to \$285bn last year; excluding South Africa, market cap rose more than eightfold during the same period from \$5bn to \$43bn. Financial market development had been a key feature of extensive economic reform, said Mr Garner. Faster growth had led to re-ratings of sev-

eral African stock markets.

0.2 208.37 188.83 216.96 211.55 0.3 177.91 144.15 185.26 185.16 -0.2 226.05 183.16 235.40 230.52 -0.1 262.07 228.55 293.73 537.18

7-0.1 189.02 153.16 196.84 213.85 0.4 350.57 284.13 365.17 363.98 2.4 267.48 216.72 278.54 333.25 0.3 207.01 167.73 215.57 219.62 1.0 201.18 163.01 209.50 209.50 -1.0 450.07 364.67 468.88 508.62

-0.9 222.29 180.11 231.49 378.96 -0.6 321.38 260.38 334.65 338.99 0.5 87.14 70.61 90.75 127.21

-0.5 119.73 97.01 124.68 97.01 -2.5 432.95 350.80 450.85 474.65

0.0 1520.11 1231.66 1582.96 14915.48

-0.4 284.06 230.16 295.80 321.62 -3.9 137.10 111.08 142.77 205.10 -2.5 344.61 279.22 358.86 259.35

-2.5 344.61 279.22 366.86 259.35 -0.4 309.85 251.06 322.67 351.59 0.3 239.81 194.31 248.73 307.39 1.3 448.15 363.11 466.68 582.57 -0.5 288.63 233.78 300.46 297.68 4.2 53.86 43.84 55.08 68.00 -0.3 276.53 224.05 287.98 278.53 -1.1 323.50 262.12 336.68 367.78

-1.1 298.56 240.28 308.82 283.87 -1.1
0.2 247.21 200.30 257.43 261.19 0.5
1.2 379.06 307.13 394.73 429.51 0.8
-0.6 135.28 109.62 140.89 111.25 -0.5
-0.1 182.01 147.48 199.54 167.61 0.1
-1.1 315.21 265.40 328.24 357.33 -1.1
0.5 225.25 182.51 234.50 245.77 0.7
-1.0 270.59 219.25 281.78 271.32 -0.9

-0.1 185.49 150.30 183.16 174.66 0.0 -0.6 224.88 182.21 234.18 225.22 -0.8

World Ex. Jepen (1988)......324.57 -0.6 285,49 231,32 297,30 314,23 -0.5 2,00

373.56 302.68 389.01 384.49 83.94 68.01 87.41 75.28

The FT/S&P Actuaries World Indices are owned by FTSE international Limited, Goldman, Sachs & Co. and Standard & Poor's. The Indices are compiled by FTSE international and Standard & Poor's in conjunction with the Faculty of Actuaries and the Institute of Actuaries. Nativest Securities Ltd. was a co-founder of the Indices

0.7 0.5 0.0 0.0

-0.1 0.7 2.3 0.7 1.70 1.40 1.65 2.39

CONTROL FISE International Liment, Schimps, Sechs and Co. and Standard & Poor's. 1997. All rights reserved. "FISSP Adjusted" is a joint trademark of The Firencial Tisses Limited and Standard & Poor's.

ONSTITUENT CHANGE 1977/97: Exchange change: Stocham Pharms (Canada) will be priced from the standard of Toronto due to greater Equiliby. Latest prices were unavailable for the addition.

On the change 1977/97: Books.

3.64 1.77 2.97 1.15

#### A strong signal from the Bundesbank that the dollar had risen far enough sent the US currency down by more than 1 pfg against the

D-Mark and pulled FRANKFURT back after its record-setting run. The Ibis-indicated Dax

index lost 26.32 at 4,000.65 as

the day's meeting of the Bundesbank council, as expected, left its credit policies unchanged. Mr Hans Tietmeyer, the Bundeshank president, said that the central bank was watching closely developments on foreign exchanges and was determined that the

mark would remain strong

in the run-up to the launch of the euro in 1999. Mr Tietmeyer also said that the bank would be watching developments in the equity market, which had surged 32 per cent higher in the first half of the year, partly fuelled by dollar gains. Analysts said, however, that it was Mr Tletmeyer' comments on the doilar that gave investors pause for thought.

Among the day's movers, Thyssen, still under pressure from Wednesday's news that it was mulling a capital increase, lost DM6.20 at DM422.80 and Metallgesellschaft closed Ibis trade DM1.26 higher at DM38.86;

### FISE Eurotrack 100 2669.38 2651.43 2651.62 2649.90 2650.69 2650.62 2647.77 2648.24 Jul 8 Jel 7 Jul 4 Jul 3

Barn edus 1900 (20/1090); Highlis: 100 - 2019 25: 200 - 2020 10 Louisia; 100 - 2015 200 - 2017 27. † Parks

ket rumours that Thyssen planned to take over the machinery maker.

Chemicals remained weak.

FISE Eurotrack 200

with BASF down 10 pfg at DM66.90, Bayer slipping 74 pfz to DM72.75 and Hoechst n DM1.42 at DM77.45. PARIS ran into profittaking as investors turned defensive ahead of the loom-

ing long weekend (Monday is a national holiday). Volume stayed dull, but the session ended well off the day's low. The CAC 40 index finished at 2,929.09, down 21.47. Suez Lyonnaise des Eaux moved up smartly, adding FFr12 at FFr630 to turn in

the day's best performance after news of industrial port-

folio reductions at its Belgian arm sparked talk of wider-ranging restructuring. Thomson-CSF, up FFr2.60 to FFr169.80, gained from a revival of speculation about the government's controlling

Among retailers, Pro-

both companies denied mar- FFr2,515 on sector merger speculation.

Cap Gemini was one of the day's more active stocks after the free-float in the shares jumped to 53 per cent following Daimler-Benz disposal of its stake in the company. The shares, initially weak, ended FFr6.20 higher at FFr367 in 1.4m traded.

Alcatel Alsthom bounced back from stock overhang FFr764 after UAP-Axa had "no comment" to make on rumours that it planned to sell 14m Alcatel shares at FFr725 a share. Renault ran into profit-

taking, dipping FFr2.50 to FFr143.60. but Peugeot stayed buoyant, gaining FF19 to FF1605 for a threeday advance of 6 per cent. FFr4.50 to FFr126 following in the price between Janu-

sell recommendations from ary and early May to French brokers in the wake of Wednesday's disappointing earnings statement. ZURICH pulled back on a modes put on FFr44 to day dominated by profit- announced plans to revalue forthcoming results. Storage

taking following outperform ance against neighbouring markets over the last two weeks. A fall of 91.7 or 1.5 per cent in the SMI to 5.885 Was described by as a bealthy correction which has been rather welcome".

Dax pulls back on Tietmeyer's \$ message

Some of the market's best performers of recent days were among the biggest losers. Nestlé lost SFr32 to SFr1,969 while ABB, trading ex a SFr50 capital repayment, tumbled a net SF174 to Among the pharmaceuti-

cals, Roche certificates lost SFr250 to SFr14,400. Novartis fell SFr50 to SFr2,403 as a local newspaper reported that Pharma Vision, part of Mr Martin Ebner's BZ Group, had been a buyer in recent weeks. Against the trend, Swiss Re rose SFr30 to SF12,205, and Winterthur Insurance was up SFr18 at SFr1,438 on hopes that Mr Ebner would outline his plans for his stake in the

insurer later in the day. Shares in the Swiss National Bank were marked SF134 higher at SF11,985 as Mr Bruno Gehrig, a board member, attributed the Remy Cointreau fell a remarkable 400 per cent rise demand from small private buyers, rather than profes-

That came after the bank

some of its gold reserve AMSTERDAM moved lower as investors pocketed some of their recent gains. Over the previous eight trading days the AEX index had risen 7 per cent: it closed 10.66 or 1.1 per cent lower at

924.71 yesterday.

Internationals led the way down with Royal Dutch off FI 2.60 at FI 107.30 after "take profits" advice from Salomon Brothers. Philips retreated F13.70 to F1144.10 and ING, a strong market lately following a \$2.2bn US acquisition, fell Fl 2.40 to FI 103.

PolyGram, Philips' entertainment offshoot, was a rare upside feature, adding FI 1.50 to FI 106 as brokers

specialist Pakhoed jumped F15.90 to F176.40 on strong interim carnings.

ASM Lithography surged F) 7.80 to F) 134.60 on a combination of upbeat contract news and the improved sentiment for chipmakers in the wake of the strong results from US giant, Motorola. COPENHAGEN pushed up

0.85 to a record 182.55 close on the KFX index following a strong surge for bank shares. Den Danske Bank rose DKr17.00 to DKr742 and Unidanmark jumped DKr27.00 or 6 per cent to DKr429. In Oslo, Den norske Bank added NKr1.10 to NKr29.30 after a London broker was said to have drawn attention to the comparatively low ratings for Nordic financial stocks.

ISTANBUL jumped 2.5 per cent on strong demand for state-owned stocks as the market set its sights on the 2,000-point barrier on the IMKB National-100 index. But while the index filted with the 2.010-point level in late trade, by the close the index stood 48 points higher at 1,999.

Analysts attributed the upbeat mood to optimism that the new coalition government would win a key confidence vote on its programme on Sunday.

Written and edited by Michael Morgan and Jeffrey Brown

## Manila adds to losses but Nikkei turns higher

### ASIA PACIFIC

Further weakness was seen in Manila. The composite index fell 78.05 to 2,511.15 for a three-day decline of more than 9 per cent. Turnover stayed weak at 2.5bn pesos.

Money market rates were raised further by the central bank as the peso stayed under pressure in the foreign exchanges and there were heavy falls overnight in the PLDT ADRs. PLDT ended 40 pesos or 4.5

per cent lower at 850 pesos after touching a session low the margin from Latin of 815 pesos. Manila Electric added 6 pesos to 133 pesos on hopes for strong secondquarter results.

TORYO closed modestly mance by global emerging sion, in the face of Wall markets. "This is shaping up Street's heavy overnight tronics offset continued declines among construction shares, writes Gwen Robin-

> The Nikkel 225 average rose 57.61 to 19,754.78 after moving between 19,608.76 and 19,820.58.

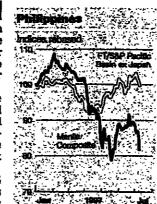
Investors cast aside concerns about the strength of the yen against the dollar and sought high-tech issues from the outset. The downward course of general contractors and other sectors laden with financial problems indicated growing polarisation between internationally competitive stocks and domestic demand-driven, debt-laden

Ahead of Friday's fixing of special quotations for July index options contracts, many investors strove to keep the 225 index above the 19,500 level.

Volume was little changed from Wednesday's 355m shares at 852m. Advances narrowly led declines 519 to 507 with 201 unchanged. The Topix index of all firstsection stocks rose 4.59 to 1,499.11 and the capital-

Pound Sterling Index

Dollar Index



0.75 at 290.42. In London, the ISE-Nikkei

50 index rose 5.42 to 1.597.50 Semiconductor-related issues and electricals benedecline, and gains in elec- fited from Wednesday's record high on the technology-rich US Nasdaq Composite index. Tokyo Electron surged Y260 to Y5,880, Advantest Y160 to Y9,040 and TDK Y240 to Y8,650. Sony strengthened Y60 to Y9,760, Canon Y80 to Y3,190, and Fulitsu Y50 to Y1,610 on the day's heaviest

Carmakers were mixed. Isuzu Motors jumped Y48 to Y435 on reports that the company will develop engines for diesel-powered vehicles made by the General Motors group.

Construction stocks continued to suffer from baddebt concerns following the collapse last week of Tokai Kogyo, a medium-sized gen-eral contractor. Shimizu fell Y15 to Y638 and Sato Kogyo Y5 to Y196.

Pharmaceuticals fared well, led by Green Cross, which rose Y15 to Y455 on news that it will sell an Aids drug in Japan on consignment from Bristol-Meyers Squibb, the US-drug com-

Yaohan Japan, the financially troubled supermarket

1728.91 1515.65 1230.46 1578.43 14954.14 1728.91 1110.35 1781.07 195.20 367.58 298.42 383.05 378.84 425.66 278.86 294.72 352.47 284.19 230.71 296.15 323.33 328.60 246.04 253.96 162.23 142.22 115.46 148.20 213.43 214.07 148.37 213.30 401.76 332.19 265.52 367.01 265.95 448.07 148.37 213.30 333.99 309.97 251.65 323.02 331.80 370.12 301.49 364.68 271.82 238.29 193.45 248.32 308.01 276.05 171.91 180.94 502.86 440.88 357.90 469.41 299.31 309.48 334.35 352.86 244.77 329.93 288.94 234.57 301.10 299.31 309.49 244.77 518.94 378.25 276.40 224.39 288.03 276.40 319.10 229.83 235.58 371.85 326.00 224.37 337.85 378.85 276.40 224.39 288.03 276.40 319.10 229.83 235.58 371.85 326.00 224.37 303.00 371.85 371.95 254.79 288.30

340,71 288,68 242,48 311,25 286,58 340,71 233,92 243,86 280,37 245,78 199,54 255,13 259,39 262,11 204,71 211,18 426,01 373,46 303,18 382,18 425,93 430,94 291,45 304,26 154,79 195,59 110,16 141,40 111,80 164,86 127,18 164,66 207,21 181,65 147,47 189,30 167,53 208,00 173,55 183,93 262,23 317,55 257,79 330,81 361,24 322,23 248,85 259,86 254,72 223,30 181,28 232,70 244,08 256,23 185,85 192,72 310,74 272,41 221,15 263,87 273,74 320,85 268,97 284,41 111,11 185,12 180,29 182,92 174,60 211,77 189,44 185,52

211.17 185.12 150.29 192.92 174.60 211.77 176.94 185.39 257.28 225.55 183.11 235.04 226.50 257.28 199.58 207.83 326.57 286.29 232.42 298.34 315.90 328.57 233.10 242.52

operator, slid again on grow- 29 cents at A\$10.10 and NAB eign buyers were said to ing concerns about its health, falling Y17 to Y143. Nomura Securities fell Y30

to Y1.430 on reports that the finance ministry will probably suspend the broker from trading on its own account. In Osaka, the OSE average rose 106.70 to 20,760.33 and volume more than doubled to 21m shares.

2,694.4. The intra-day low Interest-rate sensitive 1,008.52.

bank stocks led the afternoon recovery. ANZ added gained 26 cents to A\$19.956. have sought leading finan-Westpac rose 15 cents to A\$8.03

An earnings downgrade from Merrill Lynch sent Coca Cola Amatil spinning lower. The shares fell A\$1.18 or 7.2 per cent at A\$15.12. **KUALA LUMPUR** tumbled

2.4 per cent to an 18-month low after a day which SYDNEY recovered early brought some aggressive losses after the release of program selling as worries weak jobs data for June over domestic interest rates revived talk of an interest and volatility in the currate cut. The All Ordinaries rency prompted further index finished off 1.7 at switching to more attractive regional markets. The composite index fell 24.72 to

BANGKOK rallied for the second day running as for- in intra-day trade, finished

cial stocks. The SET index rose 13.61 to 649.83 on improved volume of Bt8.1bn for a two-day gain of almost 6 per cent. Bangkok Bank was the

day's most active stock, gaining Bt3 to Bt174 and National Finance rose Bt2.50 to Bt27.75. United Communication added Bt4 at Bt108.

SINGAPORE recovered from the day's lows on a flurry of late bargain hunting among the blue chips and some last minute short covering ahead of today's budget. The Straits Times Industrial index, which fell

to a 30-month low of 1,956.21

HONG KONG finished higher after a rally in the recently underperforming property sector and a rebound in red chip shares allowed prices to shrug off early losses. The Hang Seng index

ended on a gain of 135.50 at 14,839.23, up from 14,549.91, in turnover that eased to HK\$14.Rbn.

Red chips recovered a measure of equilibrium, enabling the China-Affiliated Corporations index to recover 3.8 per cent after Wednesday's 6.9 per cent tumble. China Resources rose HK\$1.50 to HK\$33.10 and China Merchants gained HK\$1.45 to HK\$20.80.

## Coutts & Co Base Rate.

With effect from Thursday 10th July 1997 Coutts & Co has increased its Base Rate from

6.50% p.a. to 6.75% p.a.



440 Strand, London WC2R 0QS Telephone: 0171-753 1000

LILTEN CROOLP IN THE CLUBAL PRIVATE BANKING ARM OF NATWENT CROOLF

## 11th July 1997

Standard Chartered Bank's Base Rate for lending is being increased

Standard & Chartered

**Base Rate** 

On and after

from 6.50% to 6.75%

### **Standard Chartered Bank**

Head Office: 1 Aldermanbury Square, London EC2V 7S8 Tel 0171 280 7500 - Telex 885951

## The Financial Times plans to publish a Survey on France

on Wednesday, September 24 For further information, please contact:

Lindsay Sheppard

Tel: +44 171 873 3225 Fax: +44 171 873 3204 or Paul Maraviglia

Tel: +33 1 53 76 82 51 Fax: +33 1 53 76 82 53

or your usual Financial Times representative

INTERNATIONAL DEPOSITARY RECEIPTS REPRESENTING SHARES PAR VALUE \$2.50 COMMON STOCK JP MORGAN AND CO. INCORPORATED

A cash distribution of \$0.88 per depositary share will be payable on or after the 22nd July 1997 upon presentation of coupon no. 109 at: Morgan Guaranty Trust Company of New York
35 Avenue des Arts 1040 Brussels

2 Boulevard Royal L-2953, Luxembor

At the designated rate less applicable taxes. This distribution is in respect of the regular quarterly dividend payable on the common shares P.V. \$2.50 JP Morgan & Co. Incorporated on 15th July 1997.

### **APPOINTMENTS**

FINANCIAL CONSULTANT

will be responsible for madesting in severe to indicate high net worth clients and enhancement of the Company's strategy and focus on ladia. Incumbers will be expected to provide advice on special investment appearanties for asset allocation recommendation in line with clients needs and objectives. Salary circa £50,000. Applicants, aged 30-35, educated to degree standard with minimum 3-4 years relevant retarionship stategement experience, preferably gained with an established U.S. florancial institution, sound knowledge and understanding of the ladian and U.S. debt markets and economies. highly developed analytical skills, strong relationship and numagement skills and florent in Hundi, in addition to English should write, enclosing full curriculum vittes to Box A5972. Financial Times, One Southwark Bridge, London SEI 9811. memational investment company requires a Financial Consultant who onsible for madesting its services to Indian high net worth clients and

### US\$88,000,000 First International Computer, Inc., Secuporated with limited Robilty in Totaun, Republic of China)

احكذا من الاعل

despit

Hafta disapp

Halifrance and the control of

JP Morgan

I per cent. Convertible Bonds due 2004 (the "Bonds"). CLISE 6320546 AA2 ZEN 6739074122042 NOTICE IS HEREBY (GVEN to the holders of the outstanding Bonds of First international to its shareholders sky 16, 1997 (the record date). In accordance with the provisions of the international of the indenture constituting the Bonds; the Comparation Price will be adjusted from NT\$67.98 per share to NT\$63.15 per share the Conversion Price will be adjusted from county with the Terms and Conditions of the Bonds contained in the Offering Circular to the Bonds.